

Commerce

# SOUTHERN TEXTILE BULLETIN

VOLUME 25

CHARLOTTE, N. C., THURSDAY, JANUARY 24, 1924

NUMBER 22

You Can't Control  
The Price of Cotton

You Can't Change  
The Price of Labor

But

You Can Reduce  
The Cost of Labor

by Proper and Effective Use of

**Northrop Automatic Looms**

Let's Talk It Over

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# Starch

# SOUTHERN TEXTILE BULLETIN

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VOLUME 25

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## Difficulties of Chinese Cotton Industry

By George E. Sokolsky, in Boston Transcript.

UNDER the most favorable conditions, China has become the third largest producer of raw cotton. Farming still is unscientific in this ancient country and the government has done little or nothing to assist the farmers in what is rapidly becoming one of the most important sources of income for the landowners of the lower Yangtze provinces and the metropolitan province of Chihli. The provinces of Kiangsu and Chihli are the largest cotton growers and in these provinces the provincial governments have done nothing to assist their citizens. In Shansi an enlightened tuchun has distributed American seeds and has sent lecturers throughout his bailiwick to teach the people proper methods of planting and the care of the boll.

Mr. Chang Chien, the principal factor in the textile industry in China, recently has published a pamphlet calling attention to the importance of cotton to the national economy of the country. In this pamphlet he says with regard to the agricultural situation:

"Let us examine the situation of cotton growing areas in Chihli and Kiangsu, the two biggest cotton growing provinces. In 1919, the area in Kiangsu was about 19,728,000 mow. (1 mow equals 1-6 of English acre.) In the next year it was reduced to 12,474,000 mow, and in 1921 it was only 11,812,000 mow. The cotton growing area in Chihli told a similar story. It was 6,391,000 mow in 1919, 4,391,000 mow in 1920, and 4,700,000 in 1921. Regarding the quantity of cotton grown in this country, it was 1,022,000,000 catties in 1918 (1 catty equals 1 1-3 pounds), 931,000,000 in 1919, 675,000,000 in 1920 and 543,800,000 in 1921."

Although accurate figures for 1922 and the early part of 1923 are lacking, it is evident that still further declines both in acreage and production will be reported for those years.

The causes for the decreased production are both natural and political. Civil war in Chihli and in other cotton growing districts has destroyed crops and has made it difficult for the farmer to attend to his business. Brigandage, soldiers roaming the country, the higher reward for opium growing and abnormal taxation, due to unscrupulous politicians and militarists levying taxes in advance, has discouraged the farmer. Flood and drought in Chihli

and northern Kiangsu have added to the farmers' difficulties.

Still another factor is making it almost impossible for the farmer in China to accomplish much without a greater assistance from the government. Chinese banking is not yet sufficiently organized to handle either the movement of crops or the development of farming. It is true that reclamation and farm improvement companies have been organized in Kiangsu, in the vicinity of Nantungchow, a model city, under the leadership of Mr. Chang Chien, but these companies are insufficiently capitalized and Mr. Chang's handicap is his unwillingness to employ experienced foreigners in sufficient numbers to assist and guide him in his very important constructive tasks. Chinese experience, both in financing and engineering, is too young to assure success to such enormous ventures as these reclamation companies, which propose to utilize most of the land saved from Yangtze siltage for cotton growing.

The farmer then has to move his own crops to a market or has to sell them to middlemen who speculate on cotton exchange and make things difficult for China's infant cotton industry.

Another very serious impediment to China's cotton industry, both agricultural and manufacturing, is the likin tax. This is an antiquated form of internal revenue taxation which is the bane of the commercial interests of the country. Not only is it interprovincial but also intra-provincial. For instance, cotton from Tungchow in Kiangsu province to Shanghai in the same province, has to pass many likin stations at which a levy is made on the cargo. This tax is farmed out, the tax farmers being required to guarantee in advance the amount which they will send to the provincial treasury. Whatever they make above that amount of theirs, and unless a likin collector is so notoriously unfair in his charges that a small uprising takes place in his station, he gets away with what he can. It is known that the likin collector in Shanghai can make approximately Mexican \$100,000 a year for himself, and smaller stations bring proportionate incomes. Someone has to pay this tax and it is generally the producer rather than the consumer, for Chi-

nese cotton has to compete in price with Indian cotton, more efficiently produced and required to pay only a 5 per cent import duty. The result is that sometimes foreign imported cotton can be sold on the Shanghai market at a price which seriously competes with the native product.

With regard to the increase per mow yield, F. F. Fung, a Chinese expert, recently wrote as follows:

"The yield per mow of cotton fibre in China is only 27 catties against 45 catties of Egyptian cotton, or 3-5 of the latter. Other things being equal, if the yield per mow is in some way increased as high as the Egyptian cotton the country will gain a 40 per cent increase of production (about 3,000,000 piculs (1 picul equals 133 pounds), or a value of about 11,000,000 taels (1 tael equals about .71 United States currency). Results of cotton experiments conducted by the Southeastern University, the University of Nanking and other institutions have proved that it is possible to improve the quality of Chinese cotton so that the mow yield can be made as high as Egyptian cotton. To do this the following items should be fully considered: (1) methods of culture; (2) purity of variety, (3) methods of controlling pests and diseases; (4) care to damage done by wind, flood and drought; (5) application of phosphorous fertilizers, and (6) improvement of farm implements."

Chinese native cotton is of a short staple, adapted only to weft and short-end work. The Southeastern University and the Nanking University, both in Nanking, one a government school and the other missionary, have done yeoman service in experimentation with American seeds with a view toward their acclimatization to conditions in China. They have particularly experimented with two species of American seeds, the Acala and the Trice. Direct distribution of newly imported American seeds is not regarded favorably by experts, who find that such seeds deteriorate rapidly. The practice is to acclimate the seeds at experiment stations, whence they are distributed after a time. Experiment stations have been established to Kiangsu, Honan, Hupeh and Chihli in connection with the college of agriculture of the Southeastern University. Other experiment stations exist in Shantung,

Shansi, Shensi Chekiang and in the provinces already named. Nanking University was the pioneer in this work and has trained many of the Chinese who have gone into the field in connection with Chinese institutions and colleges.

The Chinese Economic Bulletin gives some data with regard to the quantity of cotton (in bales 500 lbs.) consumed in China.

Half year ending—	July 1, '23	Jan. 1, '23
Chinese cotton	424,142	492,162
American cotton	30,484	58,115
East Indian cotton	153,453	135,330
Egyptian cotton	900	2,569
Sundries	240	1,450
Total	609,219	689,626

Half year ending—	Aug. 1	Feb. 1
Chinese cotton	84,678	211,775
American cotton	16,163	20,188
East Indian cotton	72,902	50,857
Egyptian cotton	380	330
Sundries	100	100
Total	174,223	283,250

To assist the farmers in the cultivation of cotton from American seeds the Ministry of Agriculture and Commerce has recently compiled some regulations which it was hoped might help the farmer to finance the sale of such crops. The government, it was planned, would act as middleman to purchase the crop if it so desired and to distribute the crop to Chinese owned mills. This plan, however, is far from realization because of the inability of the government to find adequate finances and because it places the farmer at the mercy of governmental officials, which is never satisfactory in this country.

Reports for the result of the cotton crop for 1923 have not been compiled at the moment of writing this article, but indications are that it was an excellent crop. The 1922 crop was about 70 to 80 per cent according to the report of the Chinese Maritime Customs. This, however, was an improvement on the previous year, which produced a 35 to 40 per cent crop. The importation of cotton for 1922 was as follows: India, 1,370,069 piculs; United States, 155,319 piculs.

Exports amounted to 842,010 piculs, mostly to Japan, which uses China coarser cotton in a mixture with American and Egyptian. The increase of export of raw cotton from China has been steady. This presents a curious situation, for whereas China has an insufficient supply to satisfy her own wants, she exports constantly more of her own crops. The explanation lies entirely

in the fact that the Chinese short staple finds a market even in America and Great Britain to a very limited extent for coarser counts. Chinese cotton mills usually produce up to 20's. Some very large mills produce up to 42's.

The first modern cotton mill was established in Shanghai in 1890; the second in Wuchang, opposite Hankow, in 1891. According to a report of the Chinese cotton mill owners' association issued at the beginning of this year, there were 115 cotton mills in China, spinning, weaving and waste. Of this number five were British-owned and thirty-two Japanese-owned. The remainder were Chinese-owned but since some of these mills do not report their spindleage it is impossible to make an accurate comparison as to the ownership of spindles and looms. For Shanghai, however, such a comparison is possible:

	No of		
	Mills	Spindles	Looms
Chinese-owned	24	773,154	6,140
Japanese-owned	20	709,556	3,969
British-owned	5	257,866	2,800
Total	49	1,740,556	12,909

It will be seen from this table that the Japanese own almost as many mills in Shanghai as the Chinese. This table, however, does not tell the whole story. During 1919 and 1920 the Chinese cotton mills went through a period of great prosperity. Enormous dividends were paid and cotton mills became popular as a form of investment. In 1919 there were twenty-nine Chinese-owned cotton mills in China; 1920, thirty-seven; 1921, fifty-one; 1922, sixty-four. A similar increase took place among Japanese-owned mills.

The year 1922 proved disastrous to the textile industry as to all forms of business in China. Mills had to operate at half time; cotton was expensive; silver exchange was against China; British, Japanese and German piece goods and yarn were again freely competing on the market; dividends stopped; mills newly THREE-DRAWBACKS TO—opened were particularly hit. The problem then was to finance the mills so that they would not go into bankruptcy. During the early part of 1923 several attempts at government subsidy and control of output were attempted, but these did not help to any extent. Governmental assistance was impossible because the government had no funds and those sources of income which the cotton factors desired to use as security for loans were already hypothecated to foreigners. It therefore became necessary for the Chinese cotton mills to find assistance elsewhere. An American cotton mill loan was attempted, the Chinese seeking assistance from the manufacturers of American cotton mill machinery with the mills as security. But such a loan fell flat because American financial institutions have not the vision to understand how to develop and perhaps control a market which is more friendly disposed toward Americans than any in the world.

Now, it is whispered in financial circles in China and just as often denied that the Chinese-owned cotton mills have found assistance in Japan and that many of them are now in reality owned by Japanese.

The number of new Japanese-owned mills is constantly on the increase, and it is believed that, in view of the earthquake, the number will appreciate considerably, because labor, material and values, taxation and customs dues, overhead, in fact every item of cost, is cheaper in China than in Japan and those Japanese companies which are seeking markets in China can assure themselves better conditions by manufacturing close to their market.

To give an idea of the Japanese effort in this direction one might use Manchuria as an example. Of the new cotton mills proposed in the Manchurian provinces, four are Japanese and one Chinese. It is not altogether clear that there is no Japanese capital in the Chinese mill. The following are the proposed mills:

Manchuria Spinning Mills, Ltd., capital, GY5,000,000; spindles, 30,000; looms, 1,000; nationality, Japanese.  
Chinchow Naigal Wata Kaisha, capital, GY6,000,000; spindles, 24,000; nationality, Japanese.

S. Manchuria Spinning and Weaving Co., Ltd., capital Y2,000,000; spindles, 20,000; nationality, Japanese.

Fukushima Spinning Mills, Ltd., capital GY2,000,000; spindles, 30,000; nationality, Japanese.

Mukden Spinning and Weaving Co., capital, M4,500,000; spindles, 20,000; nationality, Japanese.

It is interesting at this point to note that the Naigal Wata Kaisha already owns twelve cotton mills in Shanghai and Tsingtau.

In analyzing the textile industry in China, Mr. James Kerfoot, formerly manager of the Ewo Cotton Mills, the principal British mills of the country, recently called attention to the following defects of the industry:

1. Lack of Reserves—The Chinese-owned cotton mills in order to attract shareholders had to pay large dividends. Similar experiences have been met in other industries, particularly in the tobacco business in which all Chinese companies have practically gone to the wall because of the necessity of paying enormous dividends when the business did not warrant it. Unable to pile up reserves during the exceptionally good years of 1919 and 1920, the Chinese mills were unable to meet the slump years after the war. This was not true of the foreign-owned companies, all of which have been able to weather the storm.

2. Coal Expensive—This is absolutely a ridiculous condition, since coal is plentifully available near the centres of the textile industry. The Chung Hsing mines in southern Shantung, the Kallan mines near Tientsin and the mines in the vicinity of Hankow ought to be able to supply China's textile industry with cheap coal. But the expenses of transportation, likin tax and other wasteful impediments bring the coal costs up to an enormous figure. Japanese coal from Manchuria often is quoted in the Shanghai market at less than Chinese coal.

3. Labor—China's labor is unintelligent. In Kiangsu the workers are physically not strong, and intellectually not keen. The long hours in Chinese mills, child labor, the employment of women and lack of education have proved great handi-

caps to the development of labor in China. Another factor to which Mr. Kerfoot did not draw attention is the enormous turnover of labor in China, particularly in the Shanghai district. As soon as workers have saved some money they return to their villages. Slight illness, indisposition, family councils, religious ceremonies, all result in the workers returning to their native villages, and new, untried, untrained workers have to take their places. Those mills which decline to employ Chinese under four feet high with a view toward eliminating child labor, find that the parents do not co-operate with them. A woman will apply for a position and receive a badge entitling her to admission to the mill. She is given a job. Within a week the inspectors will notice a new face, a new child in the mill. The mother has substituted her own daughter. Her application was made only to obtain the workers' badge for the child.

Toward the solving of this question of ignorance and child labor the Shanghai Municipal Council has appointed a commission to make an investigation and recommendation. The council is a foreign body and can only make its decisions enforceable within the International Settlement. Outside of the foreign spheres of Shanghai nothing can be done unless it is sanctioned by the Chinese government or the provincial governments. The way, however, will be blazed by foreign action, particularly since the British and Japanese and certain Chinese firms are willing to co-operate with the Shanghai Municipal Council in this respect.

Mr. Kerfoot is of the opinion that the mills in Chihli, Hupeh, Shantung, Honan and Shansi have a better chance of success than those in Shanghai, because these mills can obtain cheaper cotton, cheaper labor and cheaper coal. Also the transit charges will be cheaper. There are now 750,000 spindles in these provinces which used to be supplied entirely from Shanghai mills or by import from foreign countries.

The disproportion between spindles and looms requires some explanation. Chinese mills specialize in manufacturing cotton yarn rather than cotton cloth, because the yarn is distributed to interior points where cloth is woven on the hand loom by farmer women during the long nights of the winter. It will take some years before the interior population of China will give up the hand loom and purchase domestic or imported cloth. Progress in this direction, however, is constantly being made, the principal difficulty being that many pieces of foreign goods are too wide for popular consumption in China. The Chinese market requires goods not wider than 20 inches.

During the first half of 1923, ending July 31, mills were not working full time. Idle spindles numbered 680,325, as compared with 243,243 during the half year ending January 1, 1923. The earthquake in Japan brought an increase of business to textile mills in China, and current reports are that Chinese products are underselling Osaka goods, but such a condition will not last long as the destruction of Tokio's cotton

mills cannot affect Japan's textile industry as much as was at first anticipated, since the centre of the industry was in Osaka and not Tokio or Yokohama. The main effect of the earthquake can only be to make it less easy for Japan to flood China's market with piece goods for a time, but this will be offset by the building of more Japanese mills in China and competition there with Chinese mills. It must be explained here that China can enact no legislation against foreign-owned mills in the country because foreigners live under their own laws in accordance with treaty rights granting them extra-territoriality.

During the first half of 1923 the raw cotton market was not extremely flourishing. The high price of cotton, due to shortage in America, and the small stocks of native cotton on hand and the low price obtainable for yarn because of overstocks, killed the market. During February a slight increase was noted, but the remainder of the season was bad because of the lessening demand for cotton due to the suspension of work in many mills, as already indicated. The boycott of Japanese goods in Chihli and central Yangtze provinces had the effect of steadying the price of yarn in the Shanghai market, and the earthquake in Japan in September brought some improvement to both the yarn and native piece goods markets.

The cotton crop this year being good, and, since there is a reported shortage in the world's supply, it is expected that Chinese cotton will have a good market and the industry here be somewhat stabilized.

The general condition of the piece goods market is perhaps best described in the report of the commissioner of customs in Shanghai, for 1922. He says:

"Piece goods, the most important part of China's foreign trade, representing this year 28 per cent of the total value of Shanghai's foreign imports, show an increase in volume but a decrease in value of some three million taels, and it is to be feared that the year under review has again been one of disappointment, even though, both as regards imports and off-take volume, it exceeds that of 1921. Firms which wrote down the values of their stocks to what were considered safe levels at the beginning of the year found that the local prices fell still further, and in very few instances were book values realized. The after effect of the slump of 1920-21 was still felt. High-price stocks were liquidated at enormous losses to importers, the accumulated holding charges in many cases equalling the original cost of the goods."

This condition has been improved only slightly during 1923. Little business has been done but the condition of stocks has been improved in as much as practically all wartime stocks have disappeared. British firms still dominate the piece goods market, competition from Germany being negligible and Japan constantly becoming less a factor because of the high cost of production in Japan due to labor troubles and peculiar economic conditions in that country.

## HOUGHTON

## PENETRATION

**T**HERE is much difference between the power possessed by various liquids to penetrate solids.

As an illustration; accurately measure a drop of one liquid and a drop of another. Place each drop upon a piece of paper of the same quality, and see to it that the paper lies perfectly level. It is thoroughly possible for one of these liquids to spread itself over an area several times larger than that over which the other will spread itself. While the test thus described is one of common practice it is not necessarily a certain test for penetration, for it may be possible that the paper used contains more or less of a filler or gloss and that property which permits a liquid to spread itself over the largest non-porous area is not necessarily the property which permits it to penetrate interiors, although there is some relation between the properties.

Let us take the process of decolorization of oils by filtration. In this process the oil is passed through columns of filtering material, usually Fuller's Earth or bone-black. That oil which penetrates best filters the easiest and with the least cost. But such an oil would cut a sorry figure if used in a textile softener, because it also parts very readily with its coloring matter which is fine carbon pigment in mineral oil and blood pigment in animal oils.

An easy filtering oil possesses the power to penetrate in itself, but it does not possess the power to carry anything with it in penetrating action.

The tendency of the yarn is to filter or strain, from the liquids mixed with the size, the solid ingredients in the size and leave them deposited on the surface. This is what causes all of the trouble in the conditioning process. It causes the warp to become brittle or pipy and break on the beam, and is the cause of not carrying the size through to the cloth.

The imparting to an oil the property of penetration is not a problem which is identical to the manufacture of a conditioner, for cotton goods, but enters more or less into all of the industries.

All case-hardened metal must be penetrated by carbon gases; wool must be penetrated by an oil in preparing it for the cards; leather must be penetrated by an oil in the currying process; silk must be penetrated by an oil or soap in the process of conditioning. But each of these processes of penetration carry with them some peculiar requirement identical to itself and to no other.

For instance with the preparation of wool, the oil must be a ready solvent for the natural greases of the wool, a corrector of electricity and scour readily. With leather the oil must penetrate into every crevice of the hide, lubricating the fibres and carrying with it a certain amount of solid matter such as stearine. Products which are in themselves oils at certain temperatures and which are readily soluble in oil in certain proportions.

But when it comes to conditioning cotton warps, the conditioner must carry through to the interior of the yarn, in a uniform manner, the starch, etc., which compose the size. It must not release the size by a filtration process and permit it to remain on the surface, neither should it release the size and permit it to ooze to the surface of the warp when the warp is under the tensile strength to which it is subjected on the loom.

Thus it may be comprehended that in a Warp Conditioner property of penetration plus the property of dissolving the size are desirable characteristics. And we might appropriately add, plus the property of staying put.

Thus it will be appreciated that the manufacture of oleagenous products for one industry is more or less related to the manufacture of those products for all industries and HOUGHTON'S WARP CONDITIONER is the final result of many years' experience in the manufacture of oils possessing soluble and penetrating proportions.

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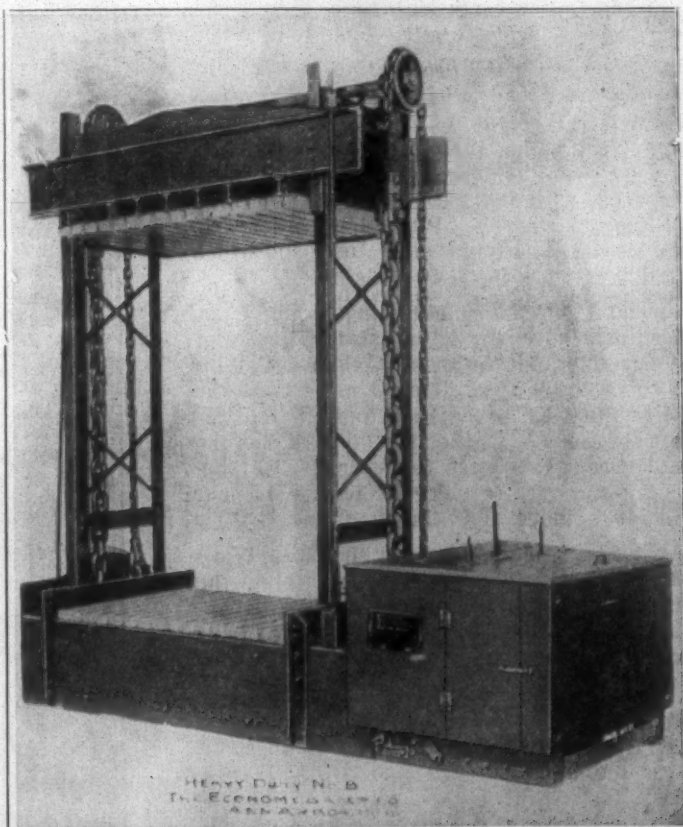
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HEAVY DUTY NO. 258  
PLATEN 50 x 36 INCH

This Economy Heavy Duty Cloth Press, No. 258, has a platen 50 x 36 inches. Platen travel of 72 inches. Equipped complete with Direct Connected Electric Motor, capable of pulling up to 40 H. P. at highest torque. This No. 258 Cloth Press will develop tremendous pressure, ample for the baling for Export and Domestic shipment of Duck, Khaki, Osnaburgs, Sheeting, Print Cloths, Ticking, Twills, Denims, Drills, Lawns and shirtings. Or for compressing Gingham. Requires only about one minute of actual motor operation to make a Bale of Cloth. The press is very fast, platen travel approximately nine seconds to the foot, up or down. The most efficient Cloth Press on the market, barring none, sold at anywhere near the price.



The press is right. The price is right.

One of the many advantages of this Economy Heavy Duty Cloth Press No. 258 is the fact that it maintains its maximum pressure indefinitely, until released. Another feature is the unlimited compressing platen stroke. In other words, platen will travel as low as is necessary to completely compress the bale, regardless of the third dimension, as the platen can go down to within four inches of compressing platform. Another feature is that the press is entirely self contained, requiring no cement foundation, pit, over head counter-shafting, chain connections, etc.

Chains are hand forged Swedish steel. Will stand over 50 per cent over load, a greater load than can be exerted by the motor pulling up to 40 H. P. torque.

Twenty-five years of experience in building Baling Presses, built on the same principle, have been concentrated on the development of this Cloth Press No. 258.

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## How Knit Goods are Advertised \*

I wish to thank you for the privilege of coming before you today to tell you something about the advertising campaign our association, the Associated Knit Underwear Manufacturers of America, is conducting, and while I shall not do all the talking in connection with this subject I will endeavor to present to you briefly some of the accomplishments and results so far obtained, together with the policy we are pursuing.

As you are doubtless aware, there was a time in the industry when every manufacturer was able to prosper as an individual manufacturer; in fact, I think you will agree with me that the same condition was true with you jobbers and we, like yourselves, later discovered that the United States was progressing; that times had changed, and to meet these conditions a closer acquaintance with our fellow manufacturers was necessary and should be developed. The move was made, the result being an association of manufacturers was formed, known as the Associated Knit Underwear Manufacturers of America—an association which is complete in its various departments for the advancement of the industry.

Our association, like your own, from its humble beginning has developed many forms of service that are of inestimable value to the industry at large, as well as to its individual members. As it grew in importance and responsibility it was confronted from time to time with the necessity of an advertising service to make known to, and to familiarize the public with, the merits of the various kinds and types of underwear. This advertising service, in the form of discussion at first, later took an active and more concrete form, until about a year and a half ago the association began an advertising campaign on knit underwear.

As I just stated, it has been about a year and a half since the start was made, and I am glad to say the advertising fund is today larger than ever before. It is growing rapidly, and as it grows we are impressed more and more with the fact that the one big thing we are doing is the gradual development of a real service to the industry, and the further we go the more impressive are the possibilities in this work.

Nearly every move that has been made by our advertising department has been successful, and I think the reason for this success has been due to the merchandising policies involved. Some of these policies do not require advertising expenditures but instead they require merchandising guidance. Other policies, to be effective, do require some form of advertising expenditure, and I am glad to tell you that the policies we are applying are producing results, constructive results for you as wholesalers, and for the manufacturers also. Therefore, our association wants you to know what these

policies are and how we are handling them, in order that you may co-operate with us intelligently and therefore receive the benefits that are accruing.

Your interests, and the interests of the manufacturers served through you, are identical in this work, since the manufacturers must depend upon your sales organizations to sell the output of their factories, and you must depend upon the manufacturers for dependable merchandise to sell, and by that I mean not just merchandise with which to make a sale, but to sell at a profit to you as well as to the manufacturer, and at the same time sell the types of underwear that will maintain and develop sales volume for you and your customers, the retailers.

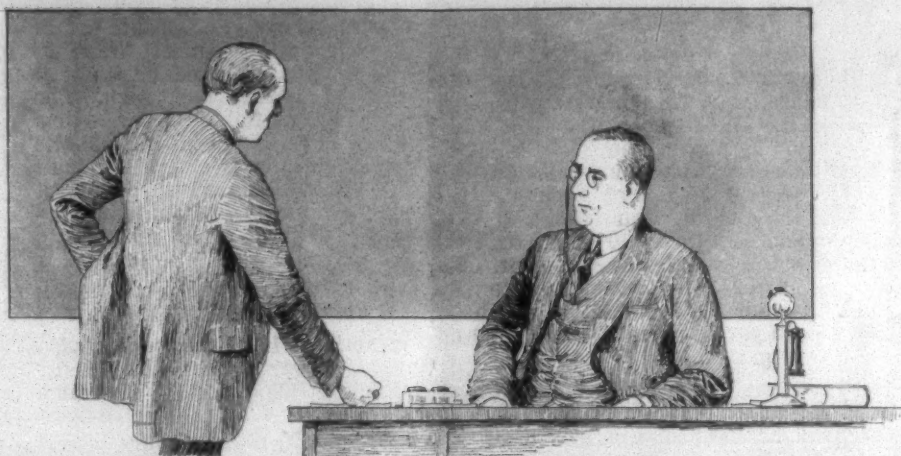
I regret to say so, but unfortunately it seems to be the case, the trend among jobbers of underwear as a whole, has been towards selling underwear at a very close price, and in a great many instances practically swapping dollars. While this practice has been followed in other lines as well, it seems to me that it is time for all factors concerned to sit up and take notice, and to begin making use of the selling helps they have at their command, one of the greatest of which you have as wholesale distributors of merchandise is, as I see it, the selling of service to your customers, a service based on modern methods of merchandising which will be elaborated on more extensively by Mr. Moon shortly.

It is indeed gratifying that a number of you are taking advantage of your opportunities in this respect, but the majority are not utilizing this opportunity to anything like the extent possible, and a great many not at all. The average jobber has been so persistent in his desire to have underwear that can be sold at a price that a large number of manufacturers have been compelled to produce merchandise of inferior quality in order to meet the price ideas of the buyer, and of course this condition will continue to prevail so long as the jobber continues to pursue such policy and refuses to recognize the developments and advances that are being made in merchandising methods.

In this connection the advertising department of the knit underwear industry brings to you a new thought in wholesaling; I might say a new thought in the wholesale policy of merchandising knit underwear; namely, a co-operative service that will build for you a much larger demand from your retailers for better and more uniformly made underwear; that is, underwear made according to scientific and carefully developed standards of measurement, and a co-operative service that will help you finally to merchandise your underwear at a better profit, which should also mean that both you and the retailers will enjoy a larger and more profitable volume of business and a better value and service to the consumer.

We desire your most earnest co-operation in our endeavors because  
(Continued on Page 27)

\*Address delivered by P. H. Hanes, Jr., of P. H. Hanes Knitting Company, Winston-Salem, N. C., and president of the Associated Knit Underwear Manufacturers of America, at twenty-ninth annual convention of National Wholesale Dry Goods Association at Waldorf Astoria Hotel, January 14.



## I'm Through with You!

**S**OMETIME, some customer says this to all of us. The problem is to keep this list of "deserters" down to a minimum.

To colored goods manufacturers who are continually harassed by customers, dissatisfied because of late deliveries, the Franklin Process of dyeing offers a service which will effect a solution for many of their difficulties. We can always make deliveries in ten days to two weeks and when the occasion demands in two or three days. In fact if customers will instruct us to purchase a surplus stock of grey yarn for them and store it in our plant or if they will ship yarn to us for storage, we can regularly do better than a week.

Customers sometimes wind yarn to Franklin springs before shipping and in other cases have us do the winding. Thus they always have in our plant a surplus stock of grey yarn all prepared for dyeing. Yarn in this form can be put through our dyeing department in a few days.

When it reaches the manufacturer, there are no long chain warps to beam. The Franklin Dyed packages fit directly into the V creel. Beamers are useless equipment in mills that use our service. Are you still paying for the operation of beamers when you could throw them out? You wind from bobbin to spool and from spool to warp before warp dyeing. Before Franklin dyeing you simply wind from bobbin to Franklin package. Are you still paying for two operations when you could reduce them to one?

And the quality of Franklin dyeing is in many cases actually noticeably better. Franklin dyeing is done in a closed kier under pressure and with the most concentrated dye bath known to the industry,— a gallon of liquor to a pound of yarn.

The result is greater penetration of the yarn, giving more solid, more brilliant and faster colors.

You can determine these facts first hand if you examine our samples. They are yours for the asking. Write today.



## FRANKLIN PROCESS COMPANY

*Yarn Dyers · Yarn Merchants · Mfrs Glazed Yarns · Dyeing Machines*

Philadelphia · PROVIDENCE · Manchester, Eng.

New York Office 72 Leonard St.

## SOUTHERN FRANKLIN PROCESS COMPANY

Greenville, S. C.

# Numbering Cotton Yarn

Up to the time when the stock in yards) weigh one pound or 7,000 process is put through the first fly grains, it is three hank roving or frame the weight of the product of number three yarn, as the case may be. From this we come to the following conclusion: The number of the different machines is expressed in terms of ounces or grains per yard, but when the stock is put through the first fly frame the product is called roving and its weight is no longer expressed as ounces or grains per yard, but instead its size is denoted in terms of hank roving. When the roving is finally passed through the spinning frame, where it is converted into yarn, then the size of the yarn is spoken of in terms of number of counts.

The hank roving and the number or counts of yarn are based on the same principles, the fundamental facts of which are: First, one hank always contains 840 yards, regardless of size of roving of yarn. Second, that as a standard one hank (840 yards) of roving or yarn is considered as one hank roving or number one yarn, if the weight of this 840 yards is one pound, or 7,000 grains.

With these conditions taken as a base we have the following: If one hank (840 yards) weighs one pound or 7,000 grains, it is one hank roving or number one yarn, as the case may be. If two hanks (1,680 yards) weigh one pound or 7,000 grain, it is two hank roving or number two yarn, and if three hanks (or 2,520

yards) weigh one pound or 7,000 grains, it is three hank roving or number three yarn, as the case may be. From this we come to the following conclusion: The number of hanks (840 yards) that it takes to weigh one pound (7,000 grains) is the hank of the roving or the number of the yarn.

Hank roving is indicated by the letters H. R. placed just after the figure, thus four hank roving is 4 H. R. The number of yarn is indicated by placing the letter "s" after the figure, thus, number 22 yarn is expressed as 22s or sometimes as 22's. 4 H. R. would indicate that would require 4x840 yards, or 3,360 yards, to weigh one pound or 7,000 grains. 22s yarn would indicate that it would require 22x840, which is 18,480 yards, to weigh one pound or 7,000 grains.

When we measure 840 yards of roving or yarn and find that it weighs one pound of 7,000 grains, it is 1 H. R., or 1s yarn. When we measure 840 yards and it weighs one-half pound, or 3,500 grains, it is a 2 H. R. or 2s yarn, because it takes two hanks to weigh one pound. From this we get the following: Divide 7,000 grains (the number of grains in one pound) by the weight in grains of one hank (840 yards) of any roving or yarn and we get the H. R. or the number of yarn.

Example: If 840 yards (one hank)

of roving weighs 1,750 grains, what is the H. R.? Solution, 7,000 divided by 1,750, which is 4 H. R. Example No. 2: If 840 yards (one hank) of yarn weighs 500 grains, what is the number of yarn? Solution: 7,000 divided by 500 which is 14s yarn.

It is not practical to measure off 840 yards of roving or yarn to obtain the H. R. or the number, therefore other lengths are used in practical sizing of roving and yarn. The lengths are as follows: For roving, reel off 12 yards of roving, divide its weight in grains into 100, the result is the H. R. This gives the correct result because 12 yards is in proportion to 840 yards as 100 grains is to 7,000 grains.

Proof: 840 divided by 12 is 70; 7,000 divided by 100 is 70.

Example: If 12 yards of roving weighs 20 grains, what is the H. R.? Solution: 100 divided by 20, which is 5 H. R.

Reel off 120 yards of yarn, divide its weight in grains into 1,000. The result is the number of yarn. This is true because 120 yards is in proportion to 840 yards as 1,000 grains is to 7,000 grains.

Proof: 840 divided by 120 is 7; 7,000 divided by 1,000 is 7.

Example: If 120 yards of yarn weighs 50 grains, what is its number?

Solution: 1,000 divided by 50, which is 20s yarn.

It is sometimes necessary to find size yarn when only short lengths are obtainable, which is accomplished as follows: 840 yards of 1s yarn weighs 7,000 grains. 7,000 divided by 840 which is 8.33. That is, one yard of 1s yarn weighs 8.33 grains, then from this we have our rule for finding the number of yarn when only short lengths are to be had.

Rule: Number of yards of yarn, times 8.33, divided by weight in grains of number of yards taken, gives the number of yarn.

Example: If 10 yards of yarn weighs seven grains, what is its number?

$10 \times 8.33$  which is 11.9s yarn.

In dealing with the hank of roving and the number of yarn, remember: One hank is 840 yards; one pound is 7,000 grains. Eight hundred and forty yards of 1 H. R. weighs 7,000 grains.

The larger the H. R. or number of yarn the less its weighs per yard and the greater number of yards or hanks it takes to weigh one pound. The smaller the H. R. or the number of the yarn the greater the weight per yard and the less number of yards or hanks it takes to weigh one pound.

The weight per yard of roving or (Continued on Page 24)

## "WE'VE GOT IT"

The Only Real, Reliable, absolutely fool proof, satisfactory "AUTOMATIC BUNCH BUILDER"  
on the market

The "HOLCOMB" Automatic Bunch Builder is the result of years of development work by a practical mill man. It is fully perfected and has long been in successful operation in a score of mills. It is fool proof; has no wearing parts to get out of order; requires no oil; builds the bunch automatically only when the ring rail is lowered to doff; and requires absolutely no attention of the operator for setting or resetting. Remove the "personal element!" Remove the waste! Saves 80 per cent. Write now for our proposition.

OVER 600 INSTALLATIONS NOW OPERATING

**Holcomb Bunch Builder Co.**  
Birmingham, Ala.

*Industries whose Leaders Save with McClave Combustion Systems*

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Coal and Coke have installed  
McClave Combustion  
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COAL mines have learned that they can earn bigger profits by avoiding the necessity of burning salable coal under their own boilers. Many of them are now supplying their boiler rooms with fuel taken from the waste culm banks at a very great annual saving in power cost.

Efficient combustion of this poor fuel has been made possible by the installation of McClave Combustion Systems that are designed expressly for this service.

Their success is the result of long experience and exacting methods of manufacture to insure a uniformly high quality.

McClave Products are made in the largest and most modernly equipped plant in the country which specializes in the production of high-grade, solid fuel burning equipment—a plant made possible by the success attained in over 60,000 installations.

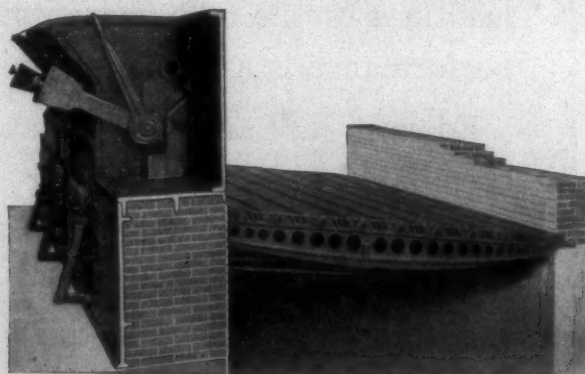
Our engineers will be glad to help you solve your combustion problems. Write us today for the series of McClave Bulletins.

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*Sole Makers of the Famous McClave Grates Since 1883*  
Scranton, Pennsylvania

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Buffalo	Syracuse	Birmingham	Cleveland



*McClave Anthracite Stokers, Type "M-A", are designed for a high furnace output with rice, barley, screenings and all cheap small size anthracite coals. Very heavy in construction to withstand extra hard service, with high overload capacity. Contain few parts. Grate tops are sectional, of rabbeted design. Note the coal distributing hopper that insures very even charging.*

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Hopper-Feed Hand Stokers  
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(Type M-A)  
Shaking Grates  
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Round Grates  
Incinerator Furnaces  
Bagasse Furnaces  
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(Forced-Draft)  
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Blower Regulators

**McClave COMBUSTION SYSTEMS** *for greater economy*

## Cotton Shortage Imperils Quality

BY the first of August, and possibly sooner, the available supply of cotton will be entirely exhausted at the present rate of consumption, according to Rodney Wilcox Jones, president of the Augusta Knitting Corporation and a member of the executive committee of the Associated Knit Underwear Manufacturers of America. Mr. Jones further declares that early in May the only cotton available will be the fag ends of inferior stocks accumulated after having been rejected during the past five years. He points out that this is the first time in many years when there have been no reserve stocks of cotton or cotton goods anywhere in the hands of cotton growers or manufacturers.

Although knit underwear lines for the coming season are just being opened now, orders already placed prove an acute realization on the part of large buyers that a serious shortage may be expected later in the season, according to Mr. Jones. Although underwear prices for next fall are 10 to 15 per cent higher than 1923 opening levels, they are still 10 to 15 per cent below the present cotton basis.

Price, however, has not been the chief factor in precipitating the heavy advance business for next fall, he declared. Rather, the principal reason has been a realization that during the past five years cotton has been accumulating which, although included in statistics as usable cotton, actually is rejected fiber with practically no value for fine textile manufacturing, being off color, short staple, or otherwise defective.

Manufacturers will have to start using this inferior cotton in May, Mr. Jones continued, advancing the prediction that fine white cotton will in all probability command a premium considerably above the present record, set some years ago, of about two and a half cents a pound. With no high grade cotton available at the end of the present crop season, and with the outlook indicating no cotton of any kind to be found, it is inevitable that underwear and other cotton goods produced subsequent to the first quarter of 1924 and until the new crop comes through next fall must be of inferior quality, although the scarcity will prevent the possibility of any price decline to offset the depreciation in quality and may even cause further increases.

Mr. Jones predicted that by the first of June the total available cotton supply would consist of not more than 2,000,000 bales, and that a month later the amount would be reduced to a maximum of 1,000,000 bales, and that a month later the amount would be reduced to a maximum of 1,000,000 bales. By August, he declared, the entire supply will have been exhausted.

"This condition," he explained, "coupled with the position of all producing and distributing branches of the textile industries, dates back to 1921 when retailers revised their operations to a turn-over basis of hand-to-mouth buying, being followed in 1922 by the jobbers and in 1923 by the manufacturers, who

then began to produce only to cover orders actually in hand and to buy materials only as needed to complete orders in process, eliminating all reserve surpluses. As 1924 opens this situation is extended to the point where even the growers and handlers of raw cotton are ending the crop season with no reserves.

"In other words, all the reserve stocks that formerly stood behind the consuming purchaser are now exhausted. Retailers, wholesale distributors, manufacturers and growers alike have nothing left to fall back upon. The soft cushion of reserve supplies has been removed and in its place is hard bed rock.

"Realizing these facts, the operations of larger buyers already have resulted in the placing of a tremendous amount of advance business for next fall. Realizing in part, though not fully enough, that late buying will involve inferior quality, the larger buyers are ordering early, in substantial quantities, in order to get good merchandise and to anticipate further price advances.

"For the past five years there have been from 2,000,000 to 9,000,000 bales of cotton carried over at the end of every crop season. The available supply on June 1, 1921, was 12,000,000 bales; on the same date last year there were about 5,000,000 bales, but by June 1 this year there will be not more than 2,000,000 bales, practically all of which will be substandard cotton carried over from previous years when there was plenty of good cotton to work with.

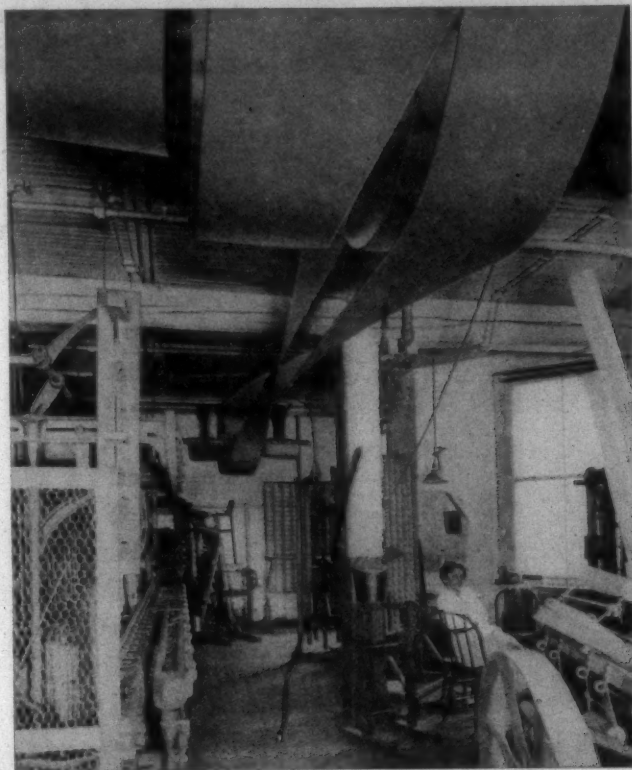
"By August even the inferior stocks will have been exhausted and those mills that did not cover early will be forced to suspend production. Buyers of underwear who are late in placing their orders will get the late production, made up of the dregs and they will pay high prices for poor merchandise. Users of cotton have come to realize that paper purchasers of cotton futures do not insure cotton on hand when it is needed, and foresighted knitters and weavers are taking in spot cotton now.

"All cotton grade, whether knitted or woven, is now priced from 10 to 15 per cent below replacement cost, selling prices now being based on cotton around 30 cents, compared with an actual cost exceeding 35 cents. The advance of 20 per cent in knit underwear prices at the opening therefore did not make up more than two-thirds of the actual advance in cost of production, and there is every reason to expect further increase in the near future.

"If, as now seems inevitable, raw cotton moves up to 40 cents or higher, the price of underwear will have to move up proportionately. There is not now, as there has been in the past, a differential between the market price of cotton and holding price representing earlier purchases at lower levels that might permit manufacturers to continue selling below replacement costs. For the simple reason that manufacturers hold very little cotton and must replenish at once at market levels their selling prices will soon have to be readjusted to be consistent

(Continued on Page 27)

## Forty Years of Faithful Service



Here is a Ladew Flintstone that has been on the job forty years. Through all this long life of service it has carried the load in a textile mill where uninterrupted performance is a great consideration.

Edward R. Ladew Company, Inc., has been making leather belting since 1835, and today the name "Ladew" stands in the very front rank among the successful belting manufacturers of the world. This position, won by adherence to high business ideals which have placed the user's satisfaction first at all times, is being maintained in every department of the Ladew organization.

## Edward R. Ladew Co.

INCORPORATED

29 Murray Street, New York

# Practical Discussions

By  
Practical Men

## Several Questions Answered.

Editor:

These answers are submitted to questions appearing in the January 10 issue:

### To Drawing.

Allow increased diameter caused by flutes to be 33%, making total diameter  $1\frac{1}{2} \times 1.33$  (or  $\frac{3}{2}$ ).  
 $11 \times 4 = 44$  or 15

8	3	6	6	diameter of front
				roll.
11	22	300	1	yds. produced per
				minute 48.
6	7	36		

(Diameter  $\times \pi \times R. P. M. \div$  inches per yd. = yds. per minute.)  
 $48 \times 60 \times 10 =$  yds. per 10 hr. day = 28800.

(Yds.  $\times$  minutes per hour  $\times$  hours per days = yds. per day.)  
 $28800 \times 70 \times 1 =$  lbs. per days = 288.

7000

(Yds.  $\times$  grains per yd.  $\div$  grains per lb. = lbs. per day.)  
 $288 \times 90 =$  actual pro. 10% allowance = 259.2 lbs.

100

In one statement:  
 $11 \ 4 \ 22 \ 300 \ 1 \ 60 \ 10 \ 70 \ 90$   
 $8 \ 3 \ 7 \ 36 \ 7000 \ 100 = 259.2$

### To Flat Strip.

To lessen waste here set front knife plate higher and closer to cylinder. This diminishes waste but has the evil effect of improper cleaning. By experiment the grinder can find the proper setting for each card. Attention should also be paid that all plates are level and straight at the edge.

### To Sizing.

For keeping close counts on work to eliminate changes and poor work sizing is a most important factor. In some mills on fine work each doff is sized from speeders but for medium counts I will offer this plan:

Draw frames	2 times daily
Slubbers	1 time daily
First Inter.	2 times daily
Second Inter.	2 times daily

If finer work than 3 H. K. is produced on second intermediate once daily is plenty. Careful watching of draw frame tension will point out many irregularities. Slubber hands know immediately whether the work runs thick or thin and they can be instructed to tell the fixer or second hand. Most important of all is that the picker laps be sized each one and allow only  $\frac{1}{2}$  lb. each way for medium or coarse counts. For finer counts this is cut to  $\frac{1}{4}$  lb.

"Doc."

## Making Textile Machinery in the South.

(Charlotte News.)

It is generally conceded that the South, and particularly the Carolinas, will be the center of the future cotton manufacturing industry of the United States.

With this laid aside as a certainty, the next step to be taken is to develop those industries that are vitally interlaced with that of the cotton manufacturing within this territory. In order to make the textile expansion of the South a self-contained development, it is necessary that other establishments be undertaken.

One of these is finishing mills. The South now grows the raw cotton and is becoming the mecca for the spinning of that cotton. It has just as much reason for becoming the center for the finishing of the goods.

Another development which is bound to be forthcoming, if cotton manufacturing is ever to become a completely developed industry within itself, is the institution of textile machinery plants.

The South ought to be manufacturing its own machinery for its cotton mills. A great many years ago the late D. A. Tompkins predicted that within 25 or 30 years the South would be doing this very thing. He experimented with it himself and his experiment became a distinct success. He remarked that the men he employed as workers in his machine shops indicated a peculiar efficiency for this sort of work and he believed that the Southern people, from what he had seen of their attitudes along this line, would become the most pronouncedly successful of any class of laborers in this field in the manufacture of textile machinery.

In connection with the natural suitability of the South for the development of this industry in line with its new prestige in the cotton manufacturing field, The Manufacturers Record makes the good point that New England, the center of this industry now imports its coal from the South, its iron and steel either from the South or from Pennsylvania and ships the finished machinery back to the South. Indeed the Alabama Power Company in a recent statement makes the claim, which we believe is correct, that three-quarters of the textile machinery now being distributed in the markets of the world is being sold in the Southern States. New England textile interests frankly admit that there is not likely to be any material increase in this industry in their section, therefore, New England will probably never again be a heavy buyer of textile machinery. On the other hand the South will

(Continued on Page 26)

# "BRETON" MINEROL "F"



For  
Plushes  
and Velvets

"It gives an oily sheen"

## BORNE, SCRYMSER Co.

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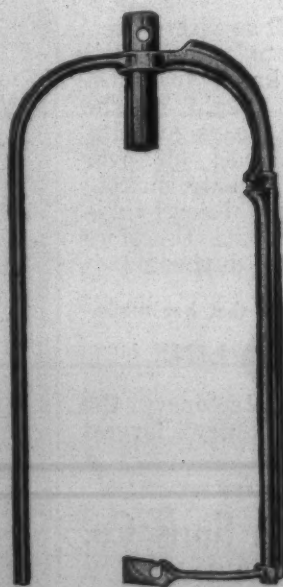
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Works: Elizabethport, N. J.

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Made in Our Own Shops



Workmanship and  
Quality Unsurpassed

Unconditionally  
Guaranteed in Every  
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by the

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### Two-Thread Elastic Lock Stitch Looper

#### Also Attachments

for changing our  
single stitch  
loopers into the  
two-thread  
loopers.



## Knit Goods

### Sizes in Underwear\*

"SIZES in Underwear" is a rather full surprise. The baby industry didn't exactly flourish.

However, a remedy for this unfortunate state of affairs was shortly discovered. It appeared logical that the measure of a man's body, beginning at the center of the shoulder, passing between the legs and back to the starting point, should reduce to a single unit the height, breadth and weight, and so insure a perfect fit. The depth of the chest and abdomen, as well as the length from shoulder to crotch, was incorporated in one measurement. As the first union suits were all made from knitted fabric, it followed that the natural elasticity of the web would give sufficient leeway for any normal variations in chest and girth. Abnormal variations were taken care of in a rearranged schedule of sizes called stout sizes, and thus the first real basis of union suit measurement was arrived at. The trunk system of measuring had been evolved. Before being published broadcast, this system was subjected to a series of exhaustive tests, all of which bore out the truth of the theory except in rare cases of unusual and almost deformed body development. So in making what is size in union suits, we can now answer the question by referring to the following table:

First of all, what do we mean by size? What is a size forty or forty-two union suit? Common sense and experience tell us that it takes more cloth to cover a man standing six feet tall and weighing 190 pounds than to cover another who measures but five feet six inches and weighs but 135 pounds. Before the advent of the union suit the question of outfitting a man or woman with clothes was one of simple measurements of girth and length. Cost size depended upon the chest measure and arm length; shirt size upon the neck measure and arm length; trouser size upon girth and inseam, and so on through the apparel list. But when the discovery was made that a one-piece undergarment, when properly fitted, was infinitely more comfortable than the old-fashioned shirt and drawer, a complication arose, for the one-piece undergarment, or union suit, not only went around the body laterally but it encircled it perpendicularly as well. The lateral measurement was merely the old chest and girth measure, but the new measure from the crotch of the legs to the base of the neck presented fresh difficulties, since the diversified shapes and sizes of the human body form an innumerable and motley crew. Some men are short waisted, some are short legged; some are chesty, others boast a paunch; some are tall and angular, while others are short and voluptuously rounded. The problem of correlating the old chest and waist measure with the new crotch-to-shoulder measure are not solved immediately, and as a result of a union suit that fitted the wearer was a most refreshing novelty, a delight-

ful surprise. The baby industry didn't exactly flourish.

However, a remedy for this unfortunate state of affairs was shortly discovered. It appeared logical that the measure of a man's body, beginning at the center of the shoulder, passing between the legs and back to the starting point, should reduce to a single unit the height, breadth and weight, and so insure a perfect fit. The depth of the chest and abdomen, as well as the length from shoulder to crotch, was incorporated in one measurement. As the first union suits were all made from knitted fabric, it followed that the natural elasticity of the web would give sufficient leeway for any normal variations in chest and girth. Abnormal variations were taken care of in a rearranged schedule of sizes called stout sizes, and thus the first real basis of union suit measurement was arrived at. The trunk system of measuring had been evolved. Before being published broadcast, this system was subjected to a series of exhaustive tests, all of which bore out the truth of the theory except in rare cases of unusual and almost deformed body development. So in making what is size in union suits, we can now answer the question by referring to the following table:

	Regulars.									
Size—	2	3	4	5	6	7	8	9	10	
Chest ———	34	36	38	40	42	44	46	48	50	
Trunk ———	60	62	64	66	68	70	72	74	76	
Inseam ———	27.28	29	29	29	29	29	29	29	29	

	Stouts.									
Size—	2	3	4	5	6	7	8	9	10	
Chest ———	36	38	40	42	44	46	48	50	52	
Trunk ———	60	62	64	66	68	70	72	74	76	
Inseam ———	24	25	26	26	26	26	26	26	26	

The scale of measurements for stouts differs from that of regular in three dimensions. Two inches is added to the width or chest measure, two inches are taken from the length of the sleeve, and three inches from the inseam. The trunk of necessity remains the same.

This schedule of proportionate dimensions was subsequently adopted by all manufacturers of any importance. At that time the union suit industry was a new thing and was just emerging from the experimental stage. The methods of manufacture were more or less uniform. As union suits became more popular more and more people entered the game; competition became extremely keen and with close competition came the usual attendant benefits and disadvantages. We all know how union suit construction has improved throughout the past two decades, but we have not been sufficiently alive to the fact that certain practices of a harmful character have developed in the industry, which have a most decided bearing on the future of the business.

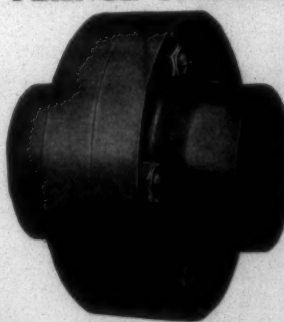
By far the most serious of these abuses is that gradually letting down of the standard of sizing. There are four principle factors

\*Address of George A. Flesh, of Atlas Underwear Co., Piqua, Ohio, before annual convention of Wholesale Association of Knit Goods Buyers at Waldorf, Monday, January 14, 1924.

## PULLEYS HANGERS

### The WOOD Line

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Designed to withstand severe line-shaft service. Flanged to protect the workman from being caught on the bolt heads or nuts. Machined all over to template, making them interchangeable and therefore easily duplicated.

Interchangeability is a feature that has made

### THE WOOD LINE

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## POWER TRANSMITTING MACHINERY

which are responsible for this condition. These I will develop in chronological order:

1. Ignorance and indifference on the part of the buying public and selling merchants and clerks. To this day many men are indifferent to the appearance and fit of their undergarments. Years ago this condition was considerably worse, as an early morning glance into the wash room of any Pullman car would have convinced you. Women have always been more particular in this regard than men, just as women have always been more expert buyers and more exacting. However, the increasing popularity of outdoor sports which make it necessary for men to dress and undress before one another in locker rooms and showers, is developing an underwear conscience in man, a certain pride in appearance which heretofore has been missing or dismissed with the thought that a good looking suit of clothes could cover a multitude of sins—and underwear misfits. But when the buying public is indifferent and the retailer and jobber are content with ringing up sales, it is small wonder that it is easy for careless and inexperienced manufacturers to undermine the standards of the industry. It was pointed out by Charles Mann, president of the New York State Clothiers and Furnishers, at the convention of Knit Underwear Manufacturers, that less than 25 per cent of the men who buy and wear knitted underwear know what size they wear; and I shall venture to add that less than 50 per cent of the men who sell underwear know how to fit the buyer with his proper size. And it is small wonder that such ignorance exists when there are so many influences at work in the industry undermining old standards and setting up new and false gods to worship.

2. The second factor responsible for the letting down of size standards is the new ideas, standards and methods untried and unproved, adopted in an unscientific manner by the ever increasing host of manufacturers. It was natural that new people engaging in the industry should bring with them new ideas and methods. Some of these ideas were good—very good, but some of these brain children were bad actors. Manufacturers in their desire to introduce their ideas to the public, produced them without subjecting them to a long enough period of trial and probation. In other instances inexperience and unscientific methods brought about false conclusions. An instance of this is shown by a change made by a very reputable manufacturer, in the size standard for "stouts." According to the original standard a size 5 stout is a 42 chest 66 trunk, but the manufacturer in question makes his size 5 stout to measure 40 chest 64 trunk. The error in judgment is here very obvious, for if a man has a trunk measure of 66 he must wear a size 5 union suit, and if he is a stout man an extra two inches of fabric is put in that size 5 suit to relieve the tension caused by his corpulence, and the natural limits of the elasticity of the knitted fabric. Another error in judgment of this character is shown by the table of measure-

ments of another reliable firm who listed the inseam of a size 8 garment at 33 inches. Altogether there have been many amendments, additions and subtractions made in the original trunk measure schedule of dimensions, the majority of which are based on false logic or incomplete information. No innovation should be adopted which has not been thoroughly tried and investigated, but some of the systems which have been brought into use are so ridiculous, even to casual notice, that you are led to believe that the spirit of patient analysis is a lost virtue. The union suit industry as a whole has suffered through a lack of constructive co-operation between manufacturers—a lack of co-operation prompted perhaps by selfishness and suspicion.

3. The third factor which caused our present difficulties was the entrance into the industry of "sharp shooters," who produce substandard merchandise to meet a price. This merchandising sharp shooter not only undermines standards, thus creating dissatisfaction and confusion among consumers, but he demoralizes the market by destroying confidence in the value of merchandise. With him size is a label with which to fool the buyer and the public—it is a standard set by reputable business men on which he may capitalize by failing to meet, thereby cutting his costs and selling price. Not only is it true that these manufacturers of substandard merchandise undersize their garments, but their sizes do not run uniform. Their scale of sizes is a varied assortment of falsified dimensions. Examples of undersizing by manufacturers of this caliber are so common as to need no specific case to illustrate the point. I have seen and measured garments labeled size 6 which proved to be a scant 4. It is well to remember that it is usually impossible to name substantially lower prices without materially detracting from the quality end, in this case, quantity of the product.

4. The fourth and final factor is the development of the cut and sewn union suit which contributed largely to the confusion already existing throughout the trade in regard to the sizing of underwear. This confusion is due not so much to the fact that the cut and sewn type of garment is undersized, although this is notoriously the case in a great many instances. It is rather a question of fabric and fit. Woven cloth possesses no elasticity, therefore a cloth union suit cannot be expected to fit as snugly as a knitted garment. The manufacturers of cut and sewn union suits adopted the trunk measurement system as previously outlined as the size standard of the industry. A size 5 garment should measure a 66-inch trunk. Theoretically this seems satisfactory, but practically it has its disadvantages, since it is responsible for the resultant confusion in regard to size. The ignorance of the buying public and the clerk who sells the merchandise tends only to increase the difficulty. A nainsook union suit to fit comfortably must be loose. In order to be perfectly comfortable in a cloth undergarment, a man who would wear a size

(Continued on Page 19)

# TOLHURST REG. U. S. PAT. OFF. EXTRACTORS

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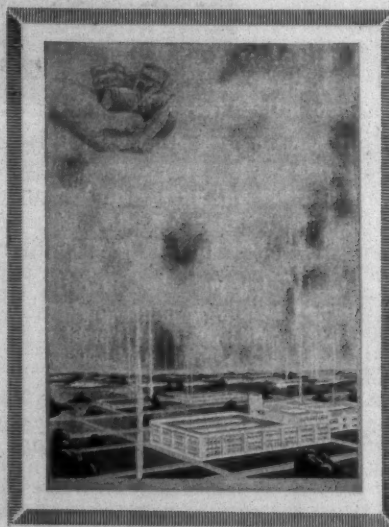
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# Visiting the Textile Machinery Shops

(Continued from last week)

By David Clark, Editor

ON Wednesday morning, January 9, I called at 11 o'clock at the office of Universal Winding Company, and the secretary, Mr. E. O. Smith, introduced me to Mr. Joseph R. Leeson, the founder of the business and an internationally known manufacturer of textile machinery.

## Joseph R. Leeson.

I found Mr. Leeson a striking looking gentleman, with keen, bright eyes and with an unusual command of language.

He was a member of the council of two Massachusetts Governors, and has always taken an interest in public affairs and is very highly regarded.

I asked Mr. Leeson to tell me something of the early history of the winding machinery industry and for more than an hour he talked upon that subject and the affairs of the world today.

Mr. Leeson came to this country from England, when a young man, primarily for the purpose of becoming an American citizen and in order to make a living he secured the agency in this country for English linen yarns, most of which were then used for sewing shoes.

On account of the service he gave his customers, his business grew and finally someone suggested that a Mr. Bishop, who had been with a shoe machinery firm, would make him a good salesman and he employed him. He is the same Mr. Bishop who is now vice-president of the Universal Winding Company and is well known by the yarn manufacturers of the South.

Mr. Leeson realized that his customers wasted much yarn due to the fact that it came in balls and usually tangled in unwinding.

He wrote the English manufacturers but they stated that it was impossible to wind yarn in any other way.

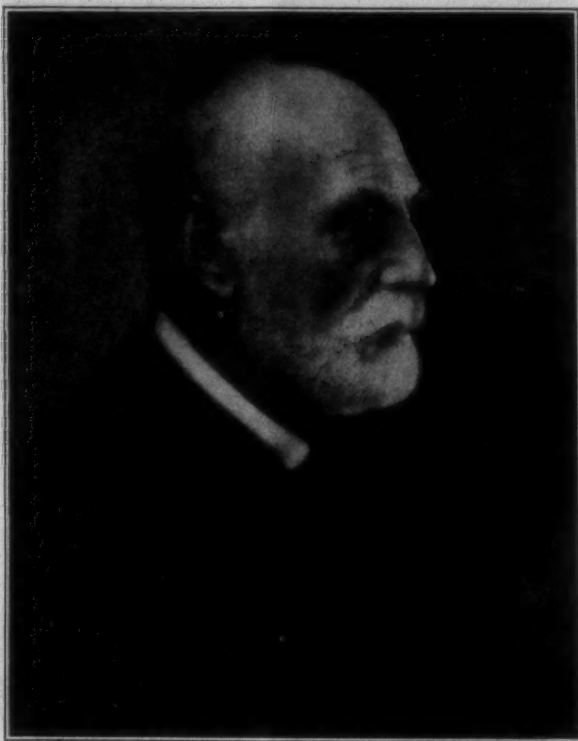
Mr. Leeson was not satisfied and in talking with Mr. Bishop learned that a man named Wardwell had invented a machine for sewing shoes. He sent for Mr. Wardwell, told him what he wanted and in a very short time Wardwell built a machine that

wound a tube exactly like the Universal Winding Company tube of today.

The machine created quite a sensation and not only greatly increased the twine business of Joseph R. Leeson & Co. but there was such a demand that Mr. Leeson began to build the machines under Wardwell's supervision and that was the time produced the first cone winder ever constructed.

In more recent years a third development, that of rewinding filling, has been added to the tube winders and cone winders.

"Practically all textile threads that are woven," said Mr. Leeson, "have to be wound in some way. I will not," he added, live to see the full



JOSEPH R. LEESON, President of Universal Winding Company

beginning of the Universal Winding Company.

A short time later a knitter of hosiery came to Mr. Leeson with a request for a machine that would wind yarn so that one end of the package would be larger than the other.

Mr. Wardwell at first said that it could not be done but with encouragement and suggestions from Mr. Leeson went to work and in a short

development of the winding business, and I doubt if my son will, but his son will witness a great development."

Mr. Leeson has recently returned from a trip around the world, during which he visited the agencies of the Universal Winding Company in many foreign countries. They do a large export business and Mr. Joseph R. Leeson is known wherever textiles are manufactured.

I thoroughly enjoyed the hour I spent with Mr. Leeson.

## Crompton & Knowles Loom Works.

Leaving Boston at 8 a. m., Thursday, January 10, I reached Worcester about 9:15 and drove to the Crompton & Knowles Loom Works.

I inquired for Mr. J. H. Johnson, who has charge of the advertising and is also, I believe, purchasing agent.

After a short talk with Mr. Johnson, he sent for H. R. Nickerson, who showed me over the shops.

We stopped for a short while at the office of Phil Heyward and he expressed the regret that he was leaving in a few minutes for New York and therefore would not see me after I had gone over the shops.

People usually regard Crompton & Knowles as manufacturers of gingham looms exclusively, but on entering the first door I bumped into a felt loom 380 inches wide which was under construction and was told that they did build them as high as 480 inches wide.

I knew that they built heavy duck looms but had no idea of the wide variety of looms they build for carpets, felts, narrow fabrics, etc.

Some of the big specialty looms sell for as high as \$10,000 and all of the heavy looms are much more expensive than gingham looms.

One very interesting department was that for testing the woods used in loom construction. They consider the matter of the wooden part on looms of sufficient importance to keep a force of men testing the wearing qualities, strength and elasticity of each shipment of wood.

The same idea is carried out in other departments, for they are exceedingly careful of the materials they use.

Their foundry is filled with machine drawn moulds, all modern devices, and covers a large area.

There were drill presses and milling machines, the drill presses filling many large rooms and all of them especially adapted to the efficient manufacture of certain parts.

They do not make their own shuttles except the peculiar little shuttles used in the narrow fabrics or tube looms.

On certain floors large gangs of looms were under erection and as soon as the erection is completed they are operated to see that everything is in first-class condition.

Their exhibit room contained looms ranging from dress gingham to the heaviest duck and Axminster carpet looms, and showed a variety of specialty looms.

Crompton & Knowles dobbies have an enviable reputation and I watched the machinists carefully fitting and adjusting them.

All wearing parts are case hardened in automatically controlled and registering ovens.

They run an open shop and everywhere it is kept very clean.

The Crompton & Knowles Loom Works built 11,500 looms in 1923 and of that number 6,000 were gingham



PLANT OF UNIVERSAL WINDING COMPANY

looms. They are now building many looms for Southern mills.

I neglected to state that cotton is only a portion of their business, as they build many looms for the silk, worsted and jute trade.

#### B. S. Roy & Sons.

Leaving the Crompton & Knowles Loom Works, I drove in a taxi to the plant of B. S. Roy & Sons at 775 Southbridge street, where we had a very pleasant interview with my friend, W. A. Underwood, who is manager and assistant treasurer. He also introduced me to Mr. Duncan H. Dewar, who has recently become president and treasurer of the company.

B. S. Roy & Co. is an old established concern which was started in 1868.

They are the largest and most experienced manufacturers of emery grinder machinery for card wires.

They build traverse grinders and roller grinders and also specialize on napper roller grinders.

Their grinders are adapted for grinding woolen and cotton cards, garnets, shears, nappers and calender rolls.

E. M. Terryberry represents them in the South and does a considerable volume of business.

They also do a large export business particularly with China and Japan.

Leaving B. S. Roy & Co., I took a street car to the Bancroft Hotel, as the Rotary Club lunch was due that day and I knew I would see a number of acquaintances.

The first one I met was Ed Marble, of Curtis & Marble Machine Co. I like Ed, but he belongs to a tightwad firm. They very seldom advertise and when they do the Southern Textile Bulletin is one journal that is always left out. The textile journals have played a big part in building up the textile industry and have been the indirect result of thousands of dollars of orders going to Curtis & Marble but that firm being, as above said, of the tightwad variety, keep all they get.

When the South gets ready to build textile machinery they should begin on cloth room machinery. There is nothing particularly difficult about building cloth room machinery and we believe that an organization for that purpose could be easily financed. We have been informed that there is a very large profit in cloth room machinery whereas some manufacturers of other lines have barely been able to break even.

Very soon after meeting Ed Marble, my friends Harry Coley, Phil Marsden and Herbert Midgley, of Howard Bros. Manufacturing Company, came in, and as it was ladies' day at the Rotary Club, Mrs. Marsden and Mrs. Midgley were also present. I sat at table with them and enjoyed all of the meeting except the last half of a long-winded speech upon European conditions.

#### Howard Bros. Manufacturing Co.

After the meeting I went to Howard Bros. Manufacturing Company and spent a very interesting hour going over their plant with Phil Marsden, who is superintendent. Every man he spoke to as we went through replied with a smile and it

was easy to see that there was an unusually good feeling between the superintendent and his men. He operates an open shop and very few of the workmen belong to a union.

In the South we know Howard Bros. Manufacturing Company as manufacturers of card and doffer fillets and top flat clothing, and I was surprised to see the wide variety of their products.

In the first place, a very large portion of their output goes to the woolen and worsted mills instead of to cotton mills. Also they manufacture wire heddles in a large volume.

For their wool trade they have to use a great deal of leather and it was interesting to note the method of selecting perfect leather and working it down to the right size.

Their card clothing machines were almost without exception built by them along special designs perfected by the president, Herbert Midgley, who was formerly superintendent of the shops and were doing beautiful work. It was especially interesting to me to watch the building of the clothing foundation.

Specially constructed cotton and wool cloth about 90 inches wide is fed through calenders, two pieces of cloth at a time, and is glued together with glue mixed with linseed oil. They, of course, make different foundations for different kinds of clothing, but the foundation when I went through had in it two layers of cloth from the Meritas Mills at Columbus, Ga. When all the layers are put together and dried the cloth is fed through a machine with revolving cutters set the proper distance apart to cut the foundation the right width.

Their foundation certainly had every appearance of being as good as could be made.

After the teeth are put into the foundation the sides are trimmed by passing through a machine with revolving cutters and then every inch of the clothing is inspected by girls.

The inspection work is so close and minute that the inspection girls take 15 minutes of rest at intervals during the day.

I have heard of card clothing being broken when the cards are being clothed but after seeing how foundations are made I am convinced that any such break is not due to defective clothing but to some extra or unusual straw put on, in a careless moment, by the man clothing the card.

It was interesting to watch the men of Howard Bros. clothe and grind flats and test them the entire length with a sliding tester.

As showing the careful work of Howard Bros. I will cite one instance.

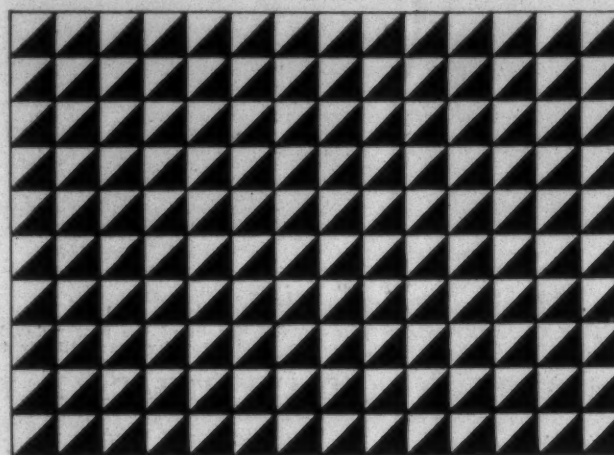
They found that card flats were sometimes dropped when being taken out of the box at the mill and as one end hit the floor, they were slightly sprung.

After being ground at Howard Bros., one end of every flat is dropped and if the tester shows the slightest sprung place they are ground again. A worn place in the floor bears evidence of this system.

It was interesting to watch the machines twist the wire heddles and

(Continued on Page 23)

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### LOOM DROP WIRES

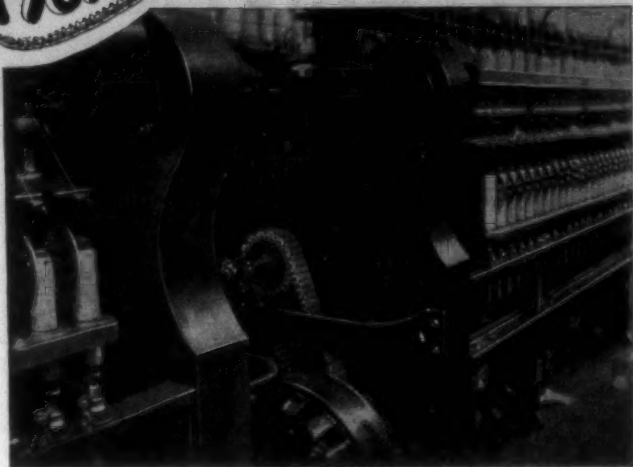
For forty years this plant has manufactured precision steel products. This experience enables us to make drop wires of extreme accuracy and uniformity. All processes of hardening, tempering and finishing are at our disposal. Our drop wires are made to accurate dimensions with satin finish and always entirely free from burrs. Regularly made for all makes of looms. What are your requirements?

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Write For Testimonials.  
Box 69, Greenville, S. C.

### Sizes in Underwear\*

(Continued from Page 13)

5 in an elastic knitted union suit, buys a size 7. Suppose he is a man who changes the type of garment he wears with the change of seasons. When fall comes he goes forth to buy his knitted union suits, and informs the credulous clerk, who is content with making a sale and not a customer, that he wears a size 7 union suit. He gets it, wears it, and being accustomed to the loose fitting cut and sewn garment, this gentleman never realizes that he is not perfectly fitted—never dreams of the luxurious ease that could be his in a correctly sized and fitted elastic, well ventilated, form fitting knitted union suit. These are conditions resulting from the use of two types of garments, proof of which has been given me by a few observant department managers both in wholesale and retail establishments. The upward tendency in the size assortment which you gentlemen specify against your orders substantiates the truth of these assertions. This upward tendency is a development of recent years and can be traced to the more widespread use of the cut and sewn type of garment and the entrance of more and more cut price, cut size manufacturers and distributors. Time was when a size 2 union suit was a necessary institution—every case assortment contained at least a half a dozen. Today they are the bugbear of stock keepers—yet today you see on the streets just as many people as formerly who should be wearing that size 2 knitted undergarment. All this confusion of sizes is due to the development of two distinct types of union suits, using supposedly the same standard and system of measurement, and to the fact that the buying public is as ignorant of the causes of this confusion as they are of their own size.

All of the factors of size in union suits with which I have dealt thus far have had to do with the garment in the making. The fault has lain with the manufacturer and, at times, with the careless distributor. But a union suit turned out by even the most reliable manufacturer may suffer various vicissitudes of fate and laundry, which will be sure to bring about a complaint on the score of size. A manufacturer may box a garment that measures up to all requirements of the size standard. He may have utilized in its making all his skill and experience, all his technical knowledge. He may have made provisions for the additional elasticity of fine gauge tuck stitch or swiss rib and given consideration to the takeup of knitted fabrics laying in stock for long periods, but all of his efforts and his wisdom can be set at naught by a laundry. We all know wool shrinks. That is the nature of the animal fibre, and unusual care must be exerted in the washing of a union suit made of this material. Careful housewives, as a rule, do not send woolsens to the laundry. But cotton is different, according to the common belief. Cotton doesn't shrink! No, it doesn't shrink in the sense that wool does. Nevertheless, I have seen a full combed peeler mercerized union suit come back from its first trip to the laundry so harsh, so

brittle, so diminutive as to be utterly unfit for further use. I hesitate to say that this suit had been shrunk. A more descriptive diagnosis would be shriveled or withered. Laundry shrinkage has much to do with the problem of size and with the problem of returned merchandise. In an actual test the best laundry in Piqua, Ohio, returned a roll of cotton cloth shrunk somewhat over 26 per cent. It is high time that certain laundry owners should write the secretary of the Knit Underwear Manufacturers Association, asking for information that would enable them to launder knitted underwear more efficiently. And it is welcome news that the association is furnishing this information promptly.

These are the factors and influences which are at work in the underwear industry making the problem of a correctly sized and fitted union suit a most difficult one. That the present condition is deplorable has finally been recognized by the Associated Knit Underwear Manufacturers of America, who have taken remedial action. But the results of the work of this committee will not be available for many months. A long and tedious investigation lies ahead of them. Meanwhile there is real corrective and constructive work which you, as department managers, can be doing. First of all, investigate your own stocks. See if all of the lines you handle come up to the correct standard of sizes. You all carry one high grade line which is your special pride. You feel that pride because you feel that line is honest merchandise, good to look at, good to wear, and profitable to carry. It costs more, but it is worth it. That line of union suits, in all probability, justifies your confidence by measuring up to all standards. I am positive a great many of you gentlemen have a line like that and I am equally sure the balance of you have one which you think is as good. Compare your cheaper merchandise with this pet child of yours and if the results surprise you unpleasantly—clean house.

Next instruct all of your salesmen in the art of measuring a man for a union suit and then measuring the union suit to see if it is the size that it is marked. Preach the gospel of a perfect fit to your sales force and make them a band of apostles of the new belief—the belief that every man can and should have underwear satisfaction and comfort. Let your men instruct the clerks in the stores they call upon. A little missionary work of this kind is but a wider application of intelligent sales effort. I know of one very large city that is entirely sold on a brand of union suits made by one of your direct selling friends, simply because of constructive work along this line, done by the city salesman. I spent three days in that city and I frankly confess that it was the hardest three days of missionary work I ever put in. Every department manager and every clerk wore that competitive suit and was comfortably fitted, and, what is more, those clerks, competently instructed, were correctly fitting their customers and selling underwear satisfaction.

On the other hand, a few weeks first trip to the laundry so harsh, so

ment of a large jobbing house, I overheard a salesman attempting to sell my own line to a customer. The customer balked on the question of price, but after listening to some really good sales talk, he compromised by selecting a very fine number for his personal use, saying he would try the merchandise himself to see if it was all that it had been represented. He gave his order for a half dozen size 44 and the order was so entered. I interrupted at that point and asked permission to use the tape on the customer. He measured a perfect 64 trunk, or size 4.

These two experiences have convinced me that a lot more underwear can be sold by wholesalers if their sales force are educated to an intelligent use of the tape line. It is size that counts in union suits much more than color or material, for size gives comfort and satisfaction. I have attempted to give you a true standard of sizes, to point out the causes for and results of the unfortunate undermining of this standard, and finally I have suggested a method of regaining that standard which should result in a better, cleaner and more profitable business.

#### Russian Textile Syndicate Buys in America.

Washington, D. C.—This statement was issued here by persons interested in Russian trade relations with the United States:

"The first real steps toward trade on a large scale between Russia and the United States were taken recently in the organization of the Russian Textile Syndicate, Inc., a New York corporation, with offices at 120 Broadway, New York. This is the American purchasing agent of the Russian textile syndicate of Russia, a State trust manufacturing textiles. The first ship load of cotton, \$2,500,000 worth, bought by the syndicate, will sail on a Norwegian steamer from New Orleans for Murmansk Russia, about February 1. Other steamers will follow in succession with cotton, cotton milling machinery and cotton seed, for the syndicate will spend \$40,000,000 or \$50,000,000 in this country during the next 12 months.

"The Russian textile syndicate bought \$40,000,000 worth of cotton, most of it American, last year. It bought this cotton in Bremen and Liverpool, because, owing to trade arrangements with Germany and Great Britain, it is easier for Russia to do business in these countries. But buying in Germany and England, it had to pay middleman's profits, and it had reason to believe that American cotton was regraded abroad, so that what was sold here at a certain grade went into its hands as of a grade higher, and therefore costlier. Also, cotton absorbs moisture in crossing the ocean, and Russia had to pay for 10 pounds of water in each bale when it bought in Germany or England. So it was determined to face the difficulty of trading with this country in the absence of diplomatic relations rather than pay Bremen or Liverpool prices. What these difficulties were, Mr. Victor P. Nogin, president of the Russian Textile Syndicate, who is

about to return to Moscow, explained to members of the administration one day this week.

"It has been denied that there are any obstacles to trade between Russia and the United States. Mr. Nogin, after a long trip through New England and the South, explained just what practical difficulties he encountered. They were not great enough to prevent his buying cotton here. He will still get it cheaper here than he could in Bremen or Liverpool, but they add considerably to the cost of cotton in Russia. And it is only the fact that the United States is the sole producer of cotton that brings this business here.

#### Test Case of Tariff Cotton Goods Schedule.

An important test case came under the cotton goods schedule of the tariff act of 1922 was submitted to the Board of United States General Appraisers this week for determination. The case, presented in the name of Elms & Sellon and E. Wiedman, cotton goods importers of New York, involves the customs treatment of gingham, imported from David and John Anderson, Ltd., of Glasgow.

On entry, these gingham were taxed at the appropriate rates in the cotton goods paragraphs and subjected to an additional duty of 5 per cent ad valorem, under paragraph 903 of the 1922 law, on the ground that they were made on the drop-box loom. The importers contended that they were made on the circular and not the drop-box loom, and therefore should not pay the additional 5 per cent rate.

E. F. A. Place, of Brooks & Brooks, attorneys for the importers, placed William A. Readman, a director of David and John Anderson, Ltd., of Glasgow, on the stand. Mr. Readman testified to the effect that these gingham are not made on the drop-box, but on a circular loom.

The government, represented by special United States Attorney Samuel M. Richardson, opposed this claim, and placed several mill men on the stand. John Watson, of the Lorraine Mills, and A. Reynolds, of the Butler Mills, testified for the government. Government Examiner William H. Parkhill also appeared for the government.

Mill interests in Boston, Fall River, New Bedford, Pawtucket and other sections are closely following the outcome of this case.

The Elms & Sellon case was submitted for decision. The E. Wiedman case was put over until the April term of the customs board.

#### Greek Carpet Manufacturer Desires American Business.

A Greek manufacturer of carpets and rugs desires to sell Oriental carpets which will be made in any quantity or design, and will send samples on request, according to a report from Consul General W. L. Lowrie, Athens. Terms are partial payment with the order, and the balance against documents in New York. The name of the manufacturer may be obtained from the Textile Division of the Bureau of Foreign and Domestic Commerce.

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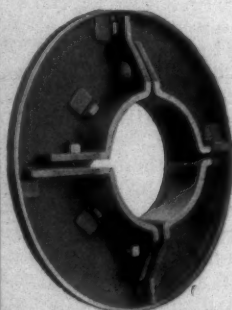
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The product will prove itself

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PASSAIC, N. J.

# SOUTHERN TEXTILE BULLETIN

Member of Audit Bureau of Circulations

Published Every Thursday by  
**CLARK PUBLISHING COMPANY**  
Offices: 39-41 S. Church St., Charlotte, N. C.

THURSDAY, JANUARY 24, 1924

DAVID CLARK  
D. H. HILL, JR.  
JUNIOUS M. SMITH

Managing Editor  
Associate Editor  
Business Manager

## SUBSCRIPTION

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Contributions on subjects pertaining to cotton, its manufacture and distribution, are requested. Contributed articles do not necessarily reflect the opinion of the publishers. Items pertaining to new mills, extensions, etc., are solicited.

## ADVERTISING

Advertising rates furnished upon application.  
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## As of February First.

**FEBRUARY** 1st will be the halfway point of the cotton year and it is well to compare the cotton disappearance of the past six months with that of the six months yet to come.

Consumption of American mills to January 1st was 2,510,000 bales and if we add 500 for January the six months will show an American consumption of 3,010,000 bales.

Exports up to January 20th were 3,720,000 bales. We can conservatively estimate that by February 1st they will reach 3,850,000 bales.

Cotton disappearance will therefore be to February 1st 3,010,000 consumption plus 3,850,000 exports, or 6,850,000 bales.

The cotton in United States on August 1st was 1,700,000 bales which, added to a crop of 10,100,000 bales, gives a maximum supply of 11,800,000 bales.

	Bales
Total supply	11,800,000
Six month disappearance	6,850,000
Remaining supply	4,950,000

With the exception of a small amount of imports there can be no other cotton.

In spite of bad business American consumption can be counted on to require 500,000 bales per month, or 3,000,000 bales to August 1st. In case of improvement of business more will be needed.

Remaining supply	4,950,000
Minimum American consumption during next six months	3,000,000

Available remainder	1,950,000
---------------------	-----------

With exports running over 500,000 bales during January we will realize on February 1st that if American mills are to run there is only 1,950,000 available for export during the next six months and that amount only in case the farmers and speculators turn loose every bale they hold.

Moreover, these calculations provide not a bale of cotton for American consumption or exports during

August and it must be realized that very little American new cotton will be available during that month.

In the midst of a professional bear drive such as has been going on and which is, we believe, fostered by interests that desire to buy cheap cotton goods we are likely to lose sight of the real situation.

In spite of all the talk against high prices England and the Continent are buying cotton at an unusual rate, the exports in one single day recently having been 111,000 bales.

Our mills are going to wake up too late to the fact they have allowed foreign mills to get too much cotton and that American mills will have to be idle because of a lack of cotton and American operatives be out of work.

Much capital is being made and will be made of a prospective vast increase in acreage.

Do not forget that the last crop was planted under the inspiration of 30-cent cotton and that the farmers of the South made almost a maximum effort.

Even with the predicted 40,000,000 acres there is no certainty of a large crop and with a 12,500,000 to 13,000,000 bale crop we will be next January exactly where we are today.

We predict a material advance in the price of cotton after March 1st if not before then and we urge Southern mills to get their supply of cotton that will be needed to operate their mills to August 1st.

European mills are alive to the situation and are getting their supply as exports show.

## Will Cotton Follow?

**ONLY** a short time ago they were bearing the wool market but this week the following dispatch has come from England:

London, Jan. 19.—Demand in raw wool continues active as shown by the Liverpool sales of Thursday and Friday. Continental and British buyers literally fell over each other to get supplies from the 34,000 bales offered. Consequently, they paid dearly. Prices ruled higher than

at Hull last week, and 15 to 20 per cent higher than the December rates at London.

While this further appreciation coincides with conditions prevailing at the sources of supply, it is causing concern in industry here, which finds it impossible to keep up with the runaway tendency of raw material.

The statistical position of cotton is much better than wool and this dispatch may give an idea of what may happen in the cotton markets.

## The Attitude of Buyers.

This extract from the New York Times gives an idea of the present attitude of the buyers of cotton goods:

"While there was a great deal of inquiry and looking around in the primary markets during the past week, owing to the presence in the city of the members of the National Wholesale Dry Goods Association and its associated bodies, the amount of actual business resulting from the visit of these jobbers was comparatively small. As a matter of fact, they sampled rather than bought—when they did anything. In their private as well as in their public discussions the wholesalers expressed themselves as being quite hopeful of the outlook for the year's business. They stressed the cheering indications which are obvious, such as general employment, with its accompanying high wages, and the depleted stocks in the hands of retailers, which need replenishing. But the note of caution was apparent in the determination not to buy in advance of needs. They are evidently of the impression that to attempt to purchase too far ahead would only result in boosting prices, justification for which would be found in the added cost of raw materials and the high labor scales. Thus far, because of the piecemeal method of buying, they have induced producers to keep down prices to a minimum that offered little or no profit, in order to maintain operation of their plants. The plan having been successful to date, it is apparently intended to continue it, except where some special inducements are offered to warrant a departure. No matter how good the immediate outlook may appear, the jobbers are reluctant to take any risks.

"A little later on, when matters are more clarified, there will be an easing up of this condition in all likelihood. Much depends on the course of retail business."

## A Yarn Spinner's Protest.

The following letter speaks for itself:  
Editor Textile Bulletin:

We have been manufacturing cotton yarns for a great many years. Many of these years have shown but little profit; many no profit at all, and a good many years have shown us very large losses.

We confess we are very much discouraged over the prospects for 1924. Frankly, we see no hope for the industry as a whole until there is a radical change in the selling

methods of the Southern mills. The "system" as now in vogue is ruining us all. It is time something is done about it. "Competition" (?) is such that we cannot get bare cost for our product. It is a "buyer's" market. In fact, it has gotten to be a "buyer's" market all the time. Which means that we as manufacturers do not price our own goods, but accept the best prices we can get the yarn buyer to offer us for our product.

We repeat, we cannot get COST for our yarns.

Understand, we are not asking for a PROFIT. Yet we went into business solely to make a profit on our investment, experience, and knowledge of the manufacturing business. Vain hope!

Some say cotton is too high and give that as a reason why a yarn spinner cannot sell his product at a profit. But I don't believe the price of cotton has anything whatever to do with the trading principles of a yarn buyer. No matter what the price of cotton is, Mr. Yarn Buyer never intends to allow the spinner a profit.

A few months ago, we might have had cotton at 20½ cents—cheap.

Could we get a profit based on this? We could not. We were offered 34 cents for 16-2. Was there a profit possible with cotton at 25 cents? There was not. We were offered 41 cents for 16-2. With cotton at 35 cents, can we get a profit? 40 cents? 45 cents?

No profit at any level.

Should cotton ever again sell at 10 cents there would still be no profit in manufacturing yarns, with our present selling methods in force.

With cotton at 10 cents, Mr. Yarn Buyer would expect to buy his 16-2 chain warps at 22½ cents per pound. At 18 cents, he would expect to buy at 31 cents—and so on.

The point is, no matter what the price prevailing for cotton, the yarn buyer expects to get his requirements on a basis that not only would not show the spinner a profit, but would show him a considerable loss on every pound his plant turned out.

Just let the March and May quotations weaken a little further right now, and regardless of the fact spot cotton would still be strongly held at around 35 cents, you would see friend Yarn Buyer offering 48 cents for his requirements in 16-2 warps. And the weaker cotton becomes, the lower Mr. Yarn Buyer would bid—always bidding a price that would show the spinner a loss no matter whether cotton is available at 30, 28, 25, 20, 15, 12½ or 10 cents.

On the other hand, supposing cotton were to drop from today's level to 10 cents (as it did in 1921), and then about-faced and started on an upward price climb again, could we reasonably expect Mr. Yarn Buyer to respond quickly to the higher price levels, and cheerfully raise his bids from day to day? No! He would follow reluctantly, and beef, and "b-ache," and always be behind the cotton market in his bids, and never offer a price that would allow a spinner cost—much less a profit—based on the day's quotations for raw cotton.

I am not overdrawing the picture;  
(Continued on Page 26)

## Personal News

J. C. Faris has resigned as second hand in No. 1 spinning, day run, Clover Mills Company, Clover, S. C.

L. A. Davis is now second hand in carding at the Flint Manufacturing Company No. 2, Gastonia, N. C.

Cooper Smith has been appointed superintendent of the Shawmut (Ala.) Mills.

Tom Perry has resigned as second hand in No. 1 carding at night, Clover Mills Company, Clover, S. C.

James R. Corley has been appointed assistant superintendent at the Aragon (Ga.) Mills.

G. L. Gadden has been promoted from second hand to overseer weaving at the Aragon (Ga.) Mills.

W. B. Hagans has resigned as card grinder at Clover Mills Company, Clover, S. C.

— — Campbell has been appointed treasurer of the Woodstock Mills, Anniston, Ala.

Seymour Rosedale has resigned as treasurer of the Woodstock Mills, Anniston, Ala.

Arthur Young has accepted the position of superintendent of the Grace Cotton Mills, Rutherfordton, N. C.

Mrs. W. H. Adams has been elected president of the Ruby Cotton Mills, Gastonia, N. C.

A. G. Thatcher has resigned as president of the Standard-Thatcher-Coosa Company, Chattanooga, Tenn.

J. S. Verlenden, of Philadelphia, has been elected president of the Standard-Thatcher-Coosa Company, Chattanooga, Tenn.

S. C. Mace, from Gastonia, N. C., is now second hand in No. 1 carding at night, Clover Mills Company, Clover, S. C.

W. B. Brackett has resigned as second hand in No. 2 carding at night, Clover Mills Company, Clover, S. C.

S. H. Hendrick, from Gastonia, N. C., has accepted the position of second hand in night carding No. 2, Clover Mills Company, Clover, S. C.

A. H. Todd, from Avon Mills, Gastonia, N. C., has accepted the position of card grinder, Clover Mills Company, Clover, S. C.

Esco Brackett has been promoted from oiler to second hand in No. 1 spinning, day run, Clover Mills Company, Clover, S. C.

J. C. Jenkins has resigned as second hand in No. 2 twister room, day run, Clover Mills Company, Clover, S. C.

Knox Long has been transferred from second hand in No. 2 spinning at night to second hand in No. 2 twister room, day run, Clover Mills Company, Clover, S. C.

W. H. Starnes is now overseer of spinning at the Flint Manufacturing Company No. 2, Gastonia, N. C.

W. A. Harrill has been elected secretary of the Grace Cotton Mills, Rutherfordton, N. C.

Robert Hagans has been promoted from oiler to second hand in No. 2 spinning at night, Clover Mills Company, Clover, S. C.

H. B. Maxwell has been transferred from master mechanic and electrician to shipping clerk and outside overseer, Clover Mills Company, Clover, S. C.

W. F. Ritch has been promoted from mechanic to master mechanic and electrician at Clover Mills Company, Clover, S. C.

Dick Ward, from Mayer's Mills, Gastonia, N. C., has accepted position as mechanic, Clover Mills Company, Clover, S. C.

W. H. Hagans has resigned as overseer carding and combing at night, Clover Mills Company, Clover, S. C.

K. S. Tanner has been elected president and treasurer of the Grace Cotton Mills, Rutherfordton, N. C., which he and his associates recently purchased.

Joseph Hyde has resigned as overseer weaving at the Aragon (Ga.) Mills and accepted a similar position with the Lafayette (Ga.) Cotton Mills.

J. O. Epps, from Trenton Cotton the position of overseer carding and combing at night, Clover Mills Company, Clover, S. C., has accepted position at the Lafayette (Ga.) Cotton Mills.

Barnard Murphy has resigned as superintendent of the Shawmut (Ala.) Mills to become superintendent and resident manager of the Lullwater Manufacturing Company, Thomson, Ga.

L. W. Waters has resigned as supply room clerk and assistant purchasing agent at the Milstead (Ga.) Manufacturing Company and will enter the life insurance business in Gainesville, Ga.

W. R. Eastridge, from Osage Manufacturing Company, Bessemer City, N. C., has accepted position as overseer carding and combing, Nos. 1 and 2 Clover Mills Company, Clover, S. C.

B. E. Geer, president of Judson Mills, the Southern Worsted Corporation and the Southern Franklin Process Company, all of Greenville, has been elected president of the American Bank & Trust Co., of that city.

E. C. Goodwin has resigned as second hand in carding at the Smyre Manufacturing Company, Gastonia, N. C., to become overseer of carding at the Flint Manufacturing Company No. 2, of the same place.

## Bobbins and Spools

### True-running Warp Bobbins a Specialty

The Dana S. Courtney Co.  
Chicopee, Mass.

Southern Agt, A. B. CARTER, Gastonia, N. C.

## An Improvement In Loom Reeds

Our Southern plant is now making reeds to meet the long time need of Southern cotton mills—"a reed to fit the fabric" instead of a reed with just so many dents per inch.

We also make all kinds of reeds, combs, leno reeds, etc., highest quality material and workmanship guaranteed.

## STEEL HEDDLE MFG. CO.

GREENVILLE

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"Duplex" Loom  
Harness—complete  
Frames and  
Heddles fully  
assembled

Harness Frames  
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Leno Doups  
Jacquard Heddles

SOUTHERN PLANT

Greenville, S. C.

HAMPTON SMITH

Southern Manager

Drop Wires  
Nickel-Plated  
Copper-Plated  
Plain Finish

Improved  
Loom Reeds

Leno Reeds  
Lease Reeds  
Combs

# MILL NEWS ITEMS OF INTEREST

**Gastonia, N. C.**—The Gray Manufacturing Company has placed a contract for humidifying equipment with the Bahnson Company, Winston-Salem, N. C.

**Bessemer City, N. C.**—The American Cotton Mills have let contract for humidifying equipment in the new addition to their plant to the Bahnson Company, Winston-Salem, N. C.

**Weldon, N. C.**—The Audrey Spinning Company has completed the installation of a considerable amount of new machinery and has had all of the old equipment overhauled.

**Hoschton, Ga.**—The Hoschton Manufacturing Company, to manufacture shirts, overalls and similar goods, has been organized here by A. L. and H. P. De Laperriere.

**Whitnel, N. C.**—The new Nelson Cotton Mill is rapidly nearing completion and is expected to be in operation by the first of March. The plant will have 6,000 spindles for the manufacture of combed yarns.

**Gastonia, N. C.**—The Gastonia Woolen Mills, with an authorized capital stock of \$50,000, has been incorporated by John E. White, R. O. Craig, K. M. Glass and C. I. Loftin. Plans of the new company have not yet been made public.

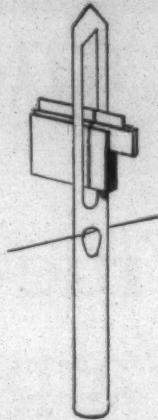
**Gastonia, N. C.**—Mrs. W. H. Adams has been elected president of the Ruby Cotton Mills. J. Lee Robinson was elected vice-president and Tommie Lee Wilson, secretary and treasurer. Mr. Wilson succeeds the late D. M. Jones.

**Chapel Hill, N. C.**—Andrews-Henniger Company has been incorporated to manufacture textile goods by S. W. Andrews, R. C. Andrews and John W. McCauley, the authorized capital stock being \$50,000.

**Knoxville, Tenn.**—The Southern Textile Mills, which were recently organized, have begun operations in a new steel and concrete building at 1204 Munson avenue and are manufacturing knitted ties and women's soil sweaters.

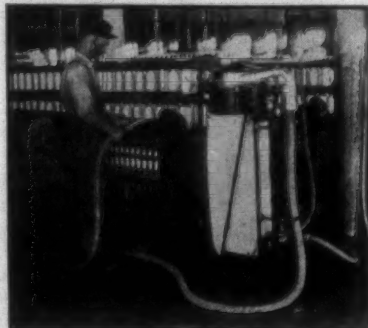
**Marietta, Ga.**—It is reported that the Browning Hosiery Mills, of Chattanooga, Tenn., have purchased the Kennesaw Hosiery Company here and will enlarge and improve the plant. The mill has 160 knitting machines on hosiery.

**Hemp, N. C.**—The County Moore Mills, now under construction at this place, will not be a yarn mill, as previously reported, but will weave only, making fine and fancy goods and silk striped shirting. The plant will have 250 looms. W. W. Cowgill, of Pinehurst, N. C., is president and treasurer and G. N. Rowe is secretary.



Another Southern Mill orders K-A Electrical Equipment for a thousand looms. This is not an unusual occurrence, merely the natural outcome of investigation and trial of a superior device.

**K-A Electrical Warp Stop**  
**R. I. Warp Stop Equipment Co.**  
 ATLANTA PAWTUCKET CHARLOTTE



(Patented)

**R. P. SWEENEY**  
 Manufacturer  
 406 News Bldg., Greenville, S. C.

Clean Your Spinning Rolls

By AIR SUCTION with

THE  
**Sweeny PNEU-WAY Cleaner**  
 Trade Mark

**Stops Gouts**

Write for Catalog and Prices

**Scottdale, Ga.**—The Georgia Duck and Cordage Mill has purchased six new 60-inch looms. The company, which manufactures laundry nets, recently installed eight narrow looms and a number of sewing machines.

**Greensboro, N. C.**—The Textile Export and Commission Company is the name of a new company just organized here by J. N. Coe, A. E. Stanley and John W. Simpson, all of Greensboro. The company is capitalized at \$100,000.

**Rutherfordton, N. C.**—K. S. Tanner, of Rutherfordton and Spindale, will be president and treasurer of the Grace Mills, which were purchased last week by Mr. Tanner and associates. W. A. Harrill will be secretary and treasurer and Arthur Young, superintendent.

**Lumberton, N. C.**—The Mansfield Mills, Inc., now have about three hundred looms running on filling sateens and are starting up more looms daily. They expect to have their whole equipment of 600 looms running by the middle to latter part of February.

**Piedmont, S. C.**—The Piedmont Manufacturing Company has let contract to Henry Construction Company, Greenville, for the installation of a sewer system in the mill village. The company is also having a large number of the houses in their village repaired and remodeled.

**Omaha, Tex.**—A new cotton mill of 10,000 spindles is to be erected at this place by H. Milton Farrier. He will be president of the company, which he recently organized with a capital stock of \$400,000. R. L. Thornburg, of Dallas, Texas, will be secretary and treasurer. Mr. Farrier will soon leave on a trip of inspection through some of the mills in the Carolinas.

**Dalton, Ga.**—The Dalton Hosiery Mills of this place and the Nicholson Hosiery Mills of Chattanooga, Tenn., will be merged, according to action taken at a meeting of the stockholders held here. The machinery and equipment of the Nicholson plant will be moved to the Dalton Mill. Fred Dalton, who has been manager of the Nicholson plant, will move to Dalton.

**Houston, Tex.**—Money for a \$1,000,000 cotton mill for Houston will be raised by February 1, according to an announcement made by C. S. E. Holland, president of the Chamber of Commerce. Practically all the money is now in the hands of the organization backing the proposition, Mr. Holland stated. The mill plant cost \$750,000. The additional \$250,000 will be a surplus cash reserve on which the mill will start operations and run until financially established.

## For Sale

1—250-ton Logeman Hydraulic Cloth Baling Press. Excellent condition. Attractive price for immediate acceptance.

**Southern Textile Machinery Company**  
 Greenville, S. C.

Members American Society Landscape Architects

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**LANDSCAPE ARCHITECT and ENGINEER**

Town Planning and Mill Village Developments  
 Parks, Real Estate Subdivisions and Cemeteries  
 Resort Hotels and Country Clubs  
 Private Estates and Home Grounds

Complete Topographic Surveys  
 General Designs, Planting, Grading and Detail Plans  
 Supervision of Landscape and Engineering Construction  
 Sewer and Water Development

Largest Landscape Organization in the South

**Lenoir, N. C.**—The stockholders of the Whitnel Cotton Company and of the Moore Cotton Company met at the Bank of Lenoir and elected boards of directors and the directors elected the other officers.

The reports made to the stockholders of both companies indicated that 1923 had been a satisfactory year for business.

**Union Springs, Ala.**—The completion of the Comer Cotton Mill here, which was delayed by freezing weather, is proceeding. The old machinery has been junked and an entirely new outfit has been ordered. Although considerable work yet remains to be done it is hoped that the mill may be ready for operation as soon as the high tension power line now being built through from Tallassee by the Alabama Power Company is completed.

**Chattanooga, Tenn.**—J. S. Verleden, of Philadelphia, was elected president of the Standard-Thatcher-Coosa Company, succeeding A. G. Thatcher, also of Philadelphia, who retires, at the annual meeting held here. Mr. Thatcher has been president of the Thatcher industries here since their organization in 1916, and also of the Coosa Company for many years prior to their consolidation. No other important changes were made.

The old board was re-elected and Mr. Thatcher made chairman. The regular 2 per cent quarterly common stock dividend was declared.

**Mooresville, N. C.**—The regular annual meeting of the stockholders of Cascade Mills was held in the office of the company Tuesday morning, January 15. The report of the president showed that excellent progress was being made and that the mill would begin operations about April 1. The mill will have 12,000 spindles and 300 looms for the manufacture of fine silk and cotton novelties. The stockholders elected all the old directors, and at a later meeting of the directors the following officers were re-elected to serve

for another year: A. F. Bruton, president and treasurer; E. W. Brawley, vice-president; Roy K. McNeely, secretary and assistant treasurer. The regular January dividend on the preferred stock was ordered paid.

C. J. Ashmore, formerly assistant superintendent of the Altavista Cotton Mills, Altavista, Va., is superintendent of the Cascade Mills.

**Burlington, N. C.**—The annual meeting of the stockholders of the new Burlington Mills, Inc., was held here. J. Spencer Love, secretary and treasurer, gave a report of the progress of the plans and negotiations for the immediate construction of the new plant.

J. L. Scott, of the board of directors, discussed the additional amount of stock which is now being offered for sale to add 100 more looms to the equipment and greatly increase the output. Much of the proposed stock has already been subscribed by the directors and other interested persons.

The following directors were

elected for the year: L. C. Christmon, C. C. Fonville, W. A. Graham, W. K. Holt, J. L. Love, J. S. Love, D. E. Rhyne, J. L. Scott, D. E. Sellers, M. B. Smith and W. E. Sharpe. Following the election of these directors they held a meeting and re-elected M. B. Smith, president; J. L. Love, vice-president, and Major J. Spencer Love, secretary and treasurer.

**Statesville, N. C.**—Officers for the ensuing year were elected by the Paola Mills and Bloomfield Manufacturing Company, at their annual meeting here. Directors of the Paola Company, re-elected for the ensuing year, elected the old officers of the company. D. M. Ausley remains as president, vice-president and general manager and A. L. Mills, secretary and treasurer. A semi-annual dividend of 5 per cent was declared. The Bloomfield Manufacturing Company directors re-elected N. B. Mills, president; C. A. Cannon, vice-president, and L. N. Mills, secretary and treasurer. A semi-annual dividend of 5 per cent was also declared by this mill.

### Woman is Elected Cotton Mill President.

**Gastonia, N. C.**—At a meeting of the stockholders and directors of the Ruby Mills, held Thursday, Mrs. W. H. Adams was elected president, J. Lee Robinson, vice-president (active), and Tommie Lee Wilson, secretary and treasurer.

This is the first instance in Gaston county of a woman being named president of a cotton mill. Mrs. Adams' husband, the late W. H. Adams, was one of the promoters and largest stockholders in the mill.

### Cannon Mills Annual Dinner.

The second annual dinner of Cannon Mills, Inc., was held Thursday night at the Hotel McAlpin, New York.

C. A. Cannon, president, presided, and among the out-of-town representatives present were: H. R. Holt, of the San Francisco branch office; F. W. Howe, H. K. Donnelly, E. Haustette, of the St. Louis branch office; A. W. Reid, J. A. Barry, H. F. Kucera, W. F. Doyle, of the Chicago branch office; R. F. Kimball, P. E. Lovell, of the Boston branch office; and T. L. Osiecki, G. C. Stewart, of the Atlanta branch office.

### New Cotton Mill at Nagpur, India.

A new cotton mill has recently been opened at Nagpur in the Central Provinces of India where the surrounding districts provide a large, ready and expanding market for yarn and cloth, and afford excellent facilities for the purchase of raw materials. Acting Trade Commissioner Spofford reports: The mill is equipped with 40,000 spindles, 2,020 looms, and a modern dyeing and finishing plant. A special feature of the mill is that it is run by a turbine of high power with up-to-date electric motors. The pioneer mill in this province was started in 1877, and now has 100,352 spindles and 2,220 looms. Since that time, several other mills have been erected, which collectively account for nearly 700,000 spindles and 7,000 looms.

## KNOXALL ROLLER CLOTH

(Virgin Wool)

Edward H. Best & Company

222 Purchase St.

Boston, Mass.



## Samples Cheerfully Furnished



We mean it. Do not hesitate to send for whatever size or style of traveler you may need or would like to try. We may be able to help you but neither of us will ever know unless you give us the opportunity. LET'S GO!

VICTOR RING TRAVELER COMPANY

20 Mathewson St.

Providence, R. I.

Manufacturers of Speeders, Skewers, Warp Bobbins, Filling Bobbins, Cap Spinning Bobbins, Northrop Loom Bobbins, Twister Bobbins, Twister Spools, Warper Spools, Comber Rolls, Quills, Underclearer Rolls (plain or covered).

## U S Bobbin & Shuttle Co.

57 EDDY STREET

PROVIDENCE, R. I.

## SHUTTLES

We make a specialty of Shuttles for all makes of looms, both plain and automatic. Correspondence solicited.

## THE CHOICE OF A HUMIDIFYING SYSTEM

must be one that for simplicity with great capacity and economy in maintenance produces uniformly such conditions that may be determined for the different requirements of the work. In the American Moistening Company's method of humidifying, all such requirements are GUARANTEED

Our COMINS SECTIONAL HUMIDIFIERS

Our FAN TYPE and HIGH DUTY HUMIDIFIERS

Our VENTILATING Type of Humidifier (Taking fresh air into the room from outside)

Our ATOMIZERS or COMPRESSED AIR SYSTEM

Our COMPRESSED AIR CLEANING SYSTEM

Our CONDITIONING ROOM EQUIPMENT

Our AUTOMATIC HUMIDITY CONTROL (Can be applied to systems already installed)

Our AUTOMATIC TEMPERATURE CONTROL

Are all STANDARDS OF MODERN TEXTILE MILL EQUIPMENTS

AMERICAN MOISTENING COMPANY

BOSTON, MASS.

SOUTHERN OFFICES, 276 Marietta St., Atlanta, Ga., No. Charlotte, N. C.

RUSSELL GRINNELL, President

FRANK B. COMINS, General Manager

# TALLOW—OILS—GUMS—COMPOUNDS

TEXTOL, a new product especially for Print Cloths. A complete warp size, requires no addition of tallow



Tallow, Soluble Grease, Soluble Oils, Gums, Glues, Gum Arabol, Lancashire Acme Size, Waxes, Finishing Pastes, Soaps, Glycerine, Ready-made Heavy Size, Sago and Tapioca Flours, Dextrines, China Clay, Soluble Blue, Bone Grease, Bleachers' Blue.

SPECIAL COMPOUNDS FOR WARPS, WHERE STOP MOTIONS ARE USED.

WEIGHTING COMPOUNDS FOR COLORED AND WHITE WARPS. FINISHING COMPOUNDS FOR ALL CLASSES OF FABRICS.

The Arabol best grades of cotton warp sizing compounds make the "finest weaving and will hold the fly."

These compounds are based on the best practical experience and the best materials used in their manufacture.

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P. D. JOHNSON, Georgia Representative, Atlanta, Ga.  
Southern Agent: Cameron McRae, Concord, N. C.



Factories: Brooklyn, N. Y.  
STEPHEN ARLEIGH, South Car. Representative, Greenville, S. C.  
HERBERT BOOTH, Tenn.-Ala. Representative, Chattanooga, Tenn.

### The Week's Cotton Trade.

Price movements during the week ending January 18 were very erratic with final prices a little over  $\frac{1}{4}$  cent per pound below those of the previous week. Reports indicate that the market is awaiting an improvement in the dry goods trade and until this occurs prices are likely to continue to show wide fluctuations. Attention is now being centered on the new crop months with quite heavy trading in October and December future contracts, due to reports of unfavorable weather for farm work. American mill consumption for the month of December of 461,560 bales was considered very full by the trade, particularly

in view of recent reports of mill curtailment. This figure compares with 529,342 bales for December, 1922, and 351,631 bales for November, 1923. Exports are now about 550,000 bales above the corresponding figures for last season with Great Britain having taken over 300,000 bales more than last year for the same period.

On January 18, January future contracts on the New York Cotton Exchange closed at 32.70 cents, compared with 33.55 cents on January 11. The average of the quotations for No. 5 or middling cotton in ten designated spot markets was 32.98 cents per pound at the end of the week, compared with 33.86 cents on January 11, and 28.16 cents on the

corresponding day last year.

Exports for the week amounted to 203,056 bales, compared with 102,744 bales the previous week and 101,498 bales for the corresponding week in 1923. Exports from August 1 to January 18 amounted to 3,723,223 bales, compared with 3,136,964 bales for the corresponding period last season. Figures include exports to Canada to December 31.

Certificated stock at New York on January 18 was 160,498 bales, and at New Orleans, 21,270 bales. Total stocks, all kinds, at New York were 175,151 bales, and at New Orleans, 229,772 bales.

New York future contracts closed January 18: January 32.70 cents; March 32.96; May, 33.20; July 32.15;

October, 28.00. New Orleans closed: January, 32.92; March, 32.99; May, 32.72; July, 31.93; October, 27.56. New Orleans spot cotton, 33.25 cents per pound.

### Cotton Movement From August 1, 1923, to January 18, 1924.

	1924	1923
Bales	Bales	Bales
Port receipts	5,110,587	4,273,449
Interior receipts	6,016,770	5,977,794
Interior stocks	996,356	1,265,828
Northern spinners' takings	1,160,302	1,433,891
Southern spinners' takings	2,598,965	2,908,355
World's visible supply of American cotton	3,244,771	3,546,933

## SCOTT TESTERS

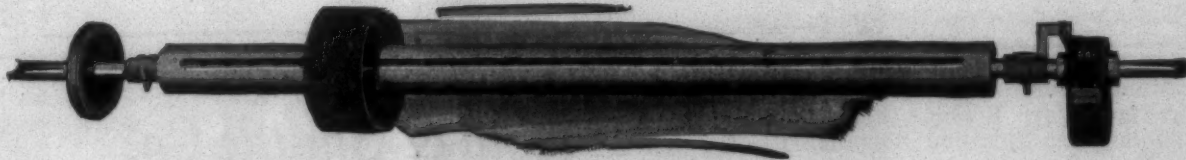
The Standard of The World For Tests of Fabrics,  
Yarns, Twines, Etc.

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Catalog on Request

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Lawrence, Mass.

NOTE our New Factory Additions and Improved Facilities for Manufacturing Our

"HIGH GRADE"

Bobbins, Spools and Shuttles

Correspondence Solicited

Catalog on Request

**Visiting the Textile Machinery Shops.**

(Continued from Page 15)  
then see the heddles pass over soldering furnaces.

As wool cards are still stripped by hand cards, Howard Bros. devote almost a whole room to their manufacture. I cannot remember the number they make but it was almost unbelievable.

If there is one feature that made an outstanding impression upon me while going through the Howard Bros. Manufacturing Company, it was that they are intently striving to produce the best goods that can be produced.

Everywhere there was evidence that brains had been put behind the problem of efficiency and quality of production.

I left Worcester about 3 p. m. for Boston.

(To be continued next week)

**PERSONAL ITEMS.**

R. L. Deaton, who has been shipping clerk and outside foreman at the Jennings Cotton Mills, Lumberton, N. C., has been transferred to a similar position at the Dresden, Lumberton and Mansfield Mills, of the same place. Upon leaving the Jennings Mills, he was presented with a silk shirt by his help as a token of their esteem.

**John L. McKee With Newport Chemical Co.**

John L. McKee, formerly overseer of dyeing at the Stonecutter Mills, Spindale, N. C., recently accepted a position with the Newport Chemical Company. He will spend some months in their plant at Passaic, N. J., and will then go to Greensboro, where he will be in the laboratory maintained there by the Newport Chemical Company.

**O. R. S. Pool Makes Headquarters in Charlotte.**

O. R. S. Pool, one of the Southern representatives of the Fafnir Bearing Company, who has made headquarters in Greenville for some years, has moved to 220 Vail avenue, Charlotte, and will hereafter have headquarters in the latter city.

Mr. Pool's territory will include Virginia and North Carolina and the greater part of South Carolina. He will travel as far South as Greenville and his South Carolina territory also includes Rock Hill, Columbia, Newberry, York and adjacent towns.

"Stick" Laughridge, traveling representative for the Fafnir Bearing Company, will make headquarters in Atlanta. He will cover Georgia, Alabama and Tennessee and that part of South Carolina below Greenville.

**Harry Ziegler Dead.**

Harry Louis Ziegler, president of the firm of T. C. Thompson & Co., died at his home in Charlotte on last Thursday. He had been ill four weeks. Blood poisoning and complications were given as the cause of death.

Mr. Ziegler was seized with a chill four weeks ago as he was about to

board a train for Rockingham, where his firm had a contract for building a cotton mill. He took to his bed and never arose again.

Mr. Ziegler was born in Birmingham, Ala., August 18, 1878. He was educated in the Birmingham public schools and at Howard College. He came to Charlotte more than twenty years ago, and took an active part in the business and social life. He became president of the T. C. Thompson & Bros. firm 18 months ago, succeeding his uncle, T. C. Thompson, who died. The firm has constructed many large buildings throughout the South and now has contracts under way at Rockingham, Concord and Wadesboro and at the University of North Carolina at Chapel Hill.

He is survived by his widow, his father and mother, Mr. and Mrs. P. L. Ziegler, of Birmingham, Ala.; a sister, Miss Mary Ziegler, and four brothers, D. M. Ziegler and Dewitt Ziegler, of Birmingham; Thomas R. Ziegler, of Chicago, and Neal Ziegler, of Charlotte.

**Foreign Blankets Being Sold in South China.**

Foreign blanket manufacturers are doing a very profitable business in South China, according to Consul Leroy Webber, Hongkong. In 1921, imports of mixed cotton and wool blankets totalled £200,825, declining in 1922 to £187,435. In the first nine months of 1923, imports of this commodity were valued at £132,785. The United States share in this trade was £10,596 in 1921, £476 in 1922, and £353 in 1923. Local importers consider the American blankets which have been offered in this market during the past few years, too good in quality and too high in price to command sales. The Chinese demand is for a less expensive quality that can be sold at a fair price.

**Position Wanted**

By experienced card room hand and weaver. Can furnish best of references. Address Box 243, care Southern Textile Bulletin.

**Position Wanted**

By frame hand. Experienced and not afraid of work. References furnished. Address A. H. G., care Southern Textile Bulletin.

**For Sale.**

Liddell hand baling waste press. Excellent condition. Size of bale 27" x 54". \$125.00 f. o. b. Charlotte. Address R. S. S., care Southern Textile Bulletin.

**Mill For Sale.**

A good 3,000-spindle mill, with space for 10,000 spindles, and good hydro-electric power. M. B. Pitts, Elberton, Ga.

**COBB COTTON CO.  
Cotton**

Mississippi Delta Staple  
Our Specialty  
Helena, Ark.



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All Grades and Staples

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**HOPE COTTON CO.**

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35 Years in the Cotton Business  
Hope, Arkansas

**W. F. EVANS & CO.**

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In the Heart of the Delta  
Mississippi and Arkansas Rivers,  
Benders and Staple Cotton  
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**Cotton Merchants**

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Heavy Bodied Arkansas Cotton  
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**The Jefferson-Lincoln  
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An organization of farmers who  
wish to sell direct to mills.  
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All Grades and Staples  
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Shippers of All Kinds of Arkansas, Tennessee and Missouri Cotton

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**Emmons Loom Harness Company**

The Largest Manufacturers of Loom Harness and Reeds in America

**Loom Harness and Reeds**

Slasher and Striking Combs Warps and Lince Reeds,  
Beamer and Dresser Hecks, Mending Eyes, Jacquard  
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**BUILDERS OF TEXTILE MACHINERY**

Linking Warpers Linkers Baling Warpers Baling Attachments  
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and Splitters Warp Coilers Boiling Out Boxes and Warp Washing  
Machines Dye House Ballers.



The Standard of Excellence  
Electrical Installations  
IN TEXTILE MILLS AND  
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Staple Cotton

P. H. Fuller, Jr., Agt., Gastonia  
Offices:  
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Cleveland, Miss.  
Greenwood, Miss.  
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**TIPTON & COMPANY**  
Tennessee, Arkansas and  
Mississippi  
Cotton  
Brownsville, Tenn.

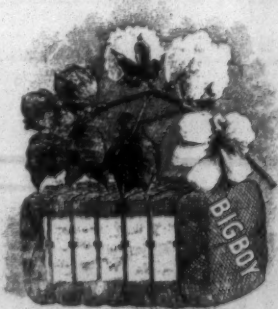
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Direct selling agency for North and South Carolina and Virginia.

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Brevard Court

Charlotte,

N. C.

### Numbering Cotton Yarn.

(Continued from Page 8)

yarn can be found by dividing 8.33 by the number of yarn or hank of roving. Example: What is the weight per yard of 4 H. R.? Solution: 8.33 divided by 4 which is 2.082 grains per yard.

It is often necessary to determine the average size of the hank roving that is being run, this being done as follows:

Rule: Divide total hanks produced by total pounds produced, result is average hank roving.

Example: A card room produces 6,000 pounds of finished roving in one week. The hank roving varies, but the total hanks run for this week is 27,000. What is the average hank?

Solution: 2,700 divided by 6,000, which is 4.50, the average hank roving.

Multiply the number of pounds produced of each number by the number of yarn. Add the products so obtained and divide this sum by the total pounds produced.

Example: A spinning room produces 840 pounds of 20s yarn, 1,020 pounds of 22s yarn, and 2,060 pounds of 30s yarn. What is the average number of yarn produced?

Solution:

840 x 20 which is 16,800  
1,020 x 22 which is 22,440  
2,060 x 30 which is 61,800

Total lbs. 3,920 101,040  
101,040 divided by 3,920, which is 25.77s, the average number of yarn.

### Negro Works in One Mill for More Than Fifty Years.

Concord, N. C.—It has taken illness, brought on by the relentless hand of time, to put an end to the non-stop work record begun here in the earliest 70's by Marshall Alexander, negro of the old school, who claims the distinction of having worked with honor for a textile plant of this city for more than half a century.

Marshall began his duties with the company, now the Locke Cotton Mill, in 1862, when eight years of age and he gave up active employment last August, when ill health made it impossible for him to attend to regular duties, after an uninterrupted service of 61 years.

This aged negro probably holds the record for Cabarrus county for continuous service with one concern. The name of the company has changed a number of times, and it has been run under various manage-

ments, but Marshall proved good enough for each new management and the change in the administration of the company brought about no change in the devotion and time he gave to his work.

When four years of age, back in 1858, Marshall was "bound" to the family of John McDonald, who came to Concord from "the North" to build a cotton mill. He erected the McDonald Mill, the first in Concord, and in 1858 Marshall was given employment as errand and carrier boy in the textile plant. He kept this job of "handy man" until 1870, when at the age of 16 he was sent to the engine room. In that room Marshall worked out day in and day out until August of last year, when he completed 53 years of service at one job.

Marshall has an uncanny ability to remember dates. He can tell you without hesitation the exact dates of the installation of certain machines in the mill. He knows when small changes were made to the mill building; when water pipes were laid and other data that could not be remembered by persons without unusual ability along this line.

Marshall worked without interruption in the mill until 1877, when business became so bad the mill stopped work. When it was sold to the Odells he moved along with the other fixtures, and when the Odells sold out he went along with the engine room equipment to the new owners. He was regularly on the job when the Erwin interests purchased the plant several years ago, and until sickness stopped his regularity he was daily at his tasks.

Marshall for 34 years has been a member of Westminster Presbyterian church. He has lived in his present home since January, 1886—he gave the date without book reference—and not once during that time has he had a quarrel or difficulty with the white people living next to him.

### Knitted Outerwear Popular in Chile.

While the use of sweaters and knitted skirts has not as yet attained as great popularity in Chile as in the United States, sales of knitted outerwear are greater than at any previous time, says Commercial Attache Ralph H. Ackerman, Santiago, in a report to the Commerce Department. Knitted suits for children up to four or five years old are also in demand. Probably 75 per cent of the knitted outer garments are manufactured within the country. In addition to 14 or 15 factories pro-

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Cotton Merchants

Direct Mill Correspondence Solicited  
Memphis, Tenn., U. S. A.

### WATSON-WHITE COMPANY

(Incorporated)

Cotton  
Offices:

Jackson, Tenn., Memphis, Tenn., Dyersburg, Tenn., Jonesboro, Ark.  
We gin over 15,000 bales of cotton annually, and would ship from gin to mills on type.  
Jackson, Tennessee

**ACALA COTTON CO.****Agents**

**Farmers Labor Union**  
Save Middle Man's Profit. Try Us.  
Direct from Producer to Mills  
Durant, Oklahoma

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Difficult and rejected cases specially solicited. No misleading inducements made to secure business. Over thirty years active practice. Experienced, personal, conscientious service.

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That Satisfies"*

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& REED MFG. CO.**

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**P. O. Box 1375**

**Telephone Main 0517**

## Do You Need An Experienced Overseer of Weaving

Am now employed as overseer of large room. Have had 12 years' experience as overseer with some of the best mills in the South. Am experienced in all classes of goods. Am 42 years of age, married and can furnish excellent references. Address H. F. H., care Bulletin.

## Do You Need an Experienced Overseer

Overseer of cloth room is now open for position. Have had 10 years' experience as overseer on all classes of goods from sheeting up to fancy colored goods. Am now employed as overseer of large cloth room, but have good reason for wanting to make a change. Can furnish very best of references. Address C. M. M., care Southern Textile Bulletin.

ducing these articles, a large home industry has been developed, the garments being knitted by women in their homes, and the output from this source appears to be greater than that of the factories. Owing to the preference for French styles, France predominates as a supplier of knitted outerwear, especially women's wear, to Chile. The United Kingdom furnishes a large share of the men's knitted wool vests. As a source of knitted silk outer garments for women, the United States ranked second, being exceeded only by France, in 1922, but in imports of wool and cotton knitted outerwear, the United States occupies a comparatively unimportant place.

### Changes in McClave-Brooks Company's Sales Organization.

The McClave-Brooks Company, Scranton, Pa., makers of McClave grates, stokers and other combustion equipment, announce the following changes in their sales organization, to take effect February 1, 1924:

The branch office in St. Paul, which has heretofore been under the supervision of the Chicago branch office, will become the Northwestern district office. The northern half of Wisconsin and the northern peninsula of Michigan will be included in the territory of this office. L. A. Picha will be the St. Paul manager.

J. C. Sanders, who has been in charge of the Southern territory for the past two years, will become manager of the western district office at Chicago. A. J. Frett will continue as assistant manager of the Chicago office.

B. L. Sanders will assume the managership of the Southern district office at Greenville, S. C.

Sales in the State of Kentucky will now come under the jurisdiction of the Southwestern district office at Memphis, where D. G. Counts is manager.

E. G. Whitmore, formerly in charge of the engineering and designing departments in the McClave-Brooks plant at Scranton, will become district sales manager of the Scranton territory, comprising all of Northeastern Pennsylvania.

C. A. Warg will succeed Mr. Whitmore as manager of the engineering and designing departments.

The McClave-Brooks Company feels that these changes will put them in an even better position to meet all the needs of their clients.

### Our Position Better in Brazilian Piece Goods Trade.

The United States' share in piece goods imports increased from 3.2 per cent of the bleached cloths to 8.5 per cent in 1922. The 1 per cent of printed cloth which American exporters supplied in 1921 rose to 11.5 per cent in 1922, in which year 8.5 per cent of the dyed goods imports came from the United States, compared with 1.3 per cent in the previous year. Under the heading, "Cotton Piece Goods, Unenumerated," the United States' share dropped from 19.4 per cent in 1921 to 15 per cent in 1922, but this still remained the division in which American exporters made the best showing.



Walter O. Long

Arthur J. Barry

### LONG & BARRY Cotton Merchants

Texas, Oklahoma and Arkansas  
Chickasha, Okla.

### OKLAHOMA COTTON GROWERS ASSOCIATION

A Co-operative Marketing Association for the Benefit of Its 55,000

Cotton Grower Members

Cotton Classed and Sold in Even Grades and Staple

Oklahoma City, Okla.

### RUSSELL-ROBERTS COTTON COMPANY Cotton

All grades of Oklahoma Cotton  
We buy direct from the Farmer, and would like to do a regular business with some good mill.  
Holdenville, Oklahoma

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Buyers and Exporters

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Member Okla. State Cotton Exchange  
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### H. T. KIMBELL

Buyer and Shipper of  
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### JOHN G. WEAVER

Cotton  
Texas, Oklahoma and Arkansas  
Chickasha, Okla.

## ECONOMY COAL

STEAM and DOMESTIC COALS  
FROM OUR OWN MINES

New River and Pocahontas  
High Volatile Splint and Gas

### Sugar Creek Coal Sales Company

Richmond, Va.

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## DIXON LUBRICATING SADDLE CO

BRISTOL, RHODE ISLAND



Use Dixon Patent Stirrup Adjusting Saddles, the latest invention in Saddles for Top Rolls of Spinning Machines. Manufacturers of all kinds of Saddles, Stirrups and Levers.

WRITE FOR SAMPLE



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**GREENWOOD, MISSISSIPPI**  
**Shippers—COTTON—Exporters**  
 Selecting Benders and Staples a Specialty  
 Buying Agencies Throughout the Delta  
 Branch Offices: Clarksdale Cable Address: "Barn"  
 Represented at Gastonia, N. C., by S. E. Barnwell, Jr.

## HUMPHREY & COMPANY

**Cotton**  
 Benders and Extra Staples

Established 1894 Greenwood, Miss.  
 Most careful personal attention to shipments of every sale to secure most perfect uniformity of staple and character.  
 Ask any of our mill customers as to our service.  
 Branch offices at every Compress point in the Yazoo Mississippi Delta.

## SUDDUTH & WALNE

**Cotton**  
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## J. W. PRIOR

**Cotton**  
 Benders and Staples a Specialty  
 Special Attention to Mill Orders  
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 Home Office  
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**B. F. OLIVER & CO.**  
**COTTON**  
 Staples and Benders  
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**WM. SIMPSON COTTON CO.**  
 Not Incorporated  
 Little Rock, Ark., and  
 Memphis, Tenn.  
 Arkansas, Mississippi and  
 Tennessee Cottons

**R. C. COLHOUN, JR., & CO.**  
**Cotton**  
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 Specialty  
 Yazoo City, Miss.

**COMPLETE DYEHOUSE EQUIPMENT**  
 Special Machinery For  
 Textile Mills  
 The Klauder-Weldon Dyeing  
 Machine Co.  
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**Cotton Merchants**  
 Domestic—Export  
**BENDERS AND STAPLES**  
 Main Office: Clarksdale, Miss.

H. Chassaniol  
**CHASSANIOL & CO.**  
 High Grade Staple Cotton  
 Experienced Handlers of Low Grade  
 Staples  
**GREENWOOD, MISSISSIPPI**

Domestic—COTTON—Export  
**J. F. RODGERS & CO.**  
**CLARKSDALE, MISS.**  
 Merchants and Shippers  
 Cable Address "Rodchurch"

**I. L. JONES & CO.**  
**Cotton**  
 Mississippi Delta Staples  
 Greenwood, Miss.

**WELL DRILLING AND DEEP WELL PUMPS**  
 We do the engineering, and have had 32 years experience solving water problems satisfactorily for textile mills.  
 Sydnor Pump & Well Co., Inc.  
 Richmond, Va.

### A Yarn Spinner's Protest.

(Continued from Page 18)  
 I am not exaggerating in the least. I have merely and in a few words pointed out to you the confirmed habits of the yarn buyers of this country—namely, their determination never to allow us cost—far less a profit—for our product.

But dark as the immediate future now appears, there is a remedy. But one spinner cannot apply it and get favorable results. One spinner, working alone, cannot make even a dent in the situation.

However, the remedy, if applied daily by every Southern spinner, is simple and effective, and the cure will be immediate. Namely, quote a price that carries cost plus a reasonable profit, and hold for it. Mr. Yarn Buyer will gladly pay your price, just as soon as he sees he cannot get you to accept his bids. And you will thereby make a profit on every pound you manufacture, instead of sustain a loss on your product.

Let us all remember, we have to pay the price asked for the cotton we consume. We can't go to the cotton merchant and bid him 3 cents to 5 cents below the market and get our supplies. We have to pay the market price. Then why should we give the yarn buyer a privilege in buying that we do not ourselves enjoy? Why let him come to us and make us an offer 3 cents to 5 cents below a reasonable price based on the cost of cotton to us?

It is our own fault if we do not make a profit instead of run continuously at a loss, but we have got to change our selling system, and make the yarn buyer be FAIR.

SOUTHERN SPINNER.

### Making Textile Machinery in the South.

(Continued from Page 11)  
 increase its textile machinery, buying very heavily from year to year. Even to take care of the renewal of existing machinery and the additions to old plants would in itself involve a heavy purchase of new machinery but with the constant building of mills in the Central South and now extending out to Texas and Arkansas, the time is near at hand when textile machinery people who are wise will get in on the ground floor by building plants in the South. This may mean the erection of entirely new plants equipped with the most modern machinery or it may mean the practical transfer of existing New England plants to central points in the South.

It is difficult to imagine any more illogical condition than that of the textile machinery people of New England, who, buying all of their raw materials elsewhere, are selling their product back to the South, whereas in the South they may buy all the raw material that is needed to much better advantage and with native labor able to develop the highest skill that artisans can attain and with an unsurpassed climatic condition, these machinery manufacturers have even more reason for locating their plants in the South than have the cotton mill people.

### Breaking Customs

Established customs are hard to break, yet the old custom of repainting walls, woodwork and ceilings when they are soiled and dirty has been superseded by the use of

### WYANDOTTE DETERGENT

One has only to think of the saving in cost alone to understand why increasing numbers of mills are saving their repainting bills by using this cleaner.

And they get the results of repainting, too, as dirty and soiled paint is not spoiled or ruined — for experience will prove to you that with Wyandotte Detergent they can be cleaned as easily and quickly as a glass window.

Order from your supply house and save the difference.

Indian in diamond



in every package

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**BALDWIN COTTON MILLS**

Chester, S. C.

K. C. Etters, Supt.

Regarding your MI-CLEANSER as a SCRUBBING POWDER, will say that we have been using MI-CLEANSER for several years, and find it to be one of the BEST SCRUBBING-POWDERS we have ever used.

**CHARLIE NICHOLS**  
 Pres., Treas. & Genl. Mgr.  
**NICHOLS MFG. COMPANY**  
 Asheville, N. C., U. S. A.

**How Knit Goods Are Advertised.**

(Continued from Page 6)  
with current producing costs.

"The buyer who acts promptly of our beliefs; first, that it is the only way we can deal with each other successfully; second, that it will blaze the trail that will eventually enable the underwear departments of the jobbers of this country to come into their own, so to speak; that will enable you to sell to your customers the service of the large number of wholesale distributing stations throughout the United States a service based on dependable merchandise instead of merchandise at a price.

Our campaign of advertising and merchandising is already far reaching, and the plans of our advertising department are to reach farther and farther as we are enabled by the increase in the fund for this purpose. Already we are getting numerous concrete results of the value of this work, and I firmly believe that it is only a question of a few years until the knit underwear industry will be expending between four and five hundred thousand dollars annually in publicity and other promotion work. The possibilities are tremendous for greatly increased sales of knit underwear, with the proper co-operation on the part of the retailer and the jobber with the manufacturer. Therefore, in behalf of the Associated Knit Underwear Manufacturers of America, I am going to ask two favors of your association for the year 1924, in the belief that if your members will promise their co-operation the benefits returned to them will be manifold.

First: That you as individuals use every care to co-operate with the advertising department of our industry in order that the plans we are promoting may be carried to a successful conclusion with every retailer in the United States who buys through the jobber.

Second: That your association appoint a committee, not exceeding five in number, to be known as the "Merchandising Service Committee," to work with our committee so that we may have the benefit of your counsel and advice to the end that our plans for your benefit may be directed along the right lines.

B. G. Moon, the advertising director of our association, is here today, and will tell you more definitely and in greater detail just what we are doing and what we are trying to do, and how you, as wholesale distributors, may obtain the greatest results from the activities of our industry advertising.

**Cotton Shortage Impairs Grade of New Production.**

(Continued from Page 10)  
will derive full benefits from such stocks as the mills still hold, and he will have the added advantage of the early output of mills which will be made of good cotton, but the buyer who procrastinates will not only have to pay more but he will have to take the dregs that remain after the present small reserve of cotton is gone.

"A chart of the situation would be somewhat as follows: 1924, retailers

abolish their reserves; 1922, jobbers rely upon manufacturers to carry the stocks; 1923, manufacturers decline to hold the bag any longer and decide to produce only on order and to buy only as needed to complete work in process; 1924, primary stocks of raw cotton are exhausted.

"What will happen in the fall of 1924 if no more cotton is produced this year than was raised during any one of the past three years?"

**What the World's Cotton Goods Markets Are Doing.****England.**

London.—The buying movement in Lancashire cotton goods which started in November was interrupted by the December elections. A revival of this demand is expected in January by the trade, as the Calcutta market is reported firm. However, previous periods of increased activity such as Manchester experienced in January, 1923, when once interrupted, were not followed by a renewal. — Cable from Commercial Attache Walter S. Tower, London, January 4.

**Italy.**

Rome.—Few Italian cotton mills are operating on part time. The demand is limited but steady, and in spite of the price of cotton, business is profitable. Italian purchases of American cotton have averaged 40,000 bales monthly. Stocks of cotton are increasing somewhat. — Cable from Commercial Attache H. C. MacLean, Rome, January 4.

**Czechoslovakia.**

Prague.—Cotton spinning mills are reported operating at nearly normal capacity while the weaving mills are only working at 75 per cent of their production capacity. — Cable from Acting Commercial Attache H. Lawrence Groves, Prague, January 5.

**France.**

Business in raw cotton is extremely dull and fears are expressed that there will be a still further rise in prices. Spinners in the Lille district have good orders for yarn which they are having difficulty in delivering, although sales of cloth are difficult. — Weekly report from office of Commercial Attache, Paris, December 14.

**Netherlands.**

The Hague. — Labor difficulties continue to occupy the principal position in the industrial situation of the country. The textile industry has now been brought almost to a complete standstill with 39 big mills employing 22,000 workers involved in the wage conflict. The Government has been requested to intervene but thus far no steps have been taken towards a settlement. — Acting Commercial Attache Samuel H. Cross, The Hague, December 17.

**Hungary.**

There is no hope for new imports and a shortage is bound to follow. Wholesalers curtail sales and refuse to make quotations. The prices temporarily remain unchanged. — Consul General George Horton, Budapest, November 30.

**Argentina.**

The textile market is still poor. The demand for yarn is increasing, but price is an important factor. — Cable from Trade Commissioner George S. Brady, Buenos Aires, December 31, 1923.



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## Cotton Goods

New York.—Business in the cotton goods markets last week showed an improved demand for finished goods but a continued weakness and irregularity in the market for unfinished lines. There was only a very limited demand for print cloths and convertibles.

A very large number of wholesale buyers were in the markets, but the bulk of their buying has been confined to novelty and fancy wash goods rather than the staples. Buyers moved very cautiously and did not show a tendency to contract far ahead of their present needs.

The demand for fine and fancy ginghams, percales and some of the branded lines of bleached muslins was considerably improved over that of the previous week. Prices on many lines were moved up a cent a yard and new prices were named on flannelettes.

Some additional new business was reported on fine and fancy convertibles. Converters have not done any large business on finished staple lines, but have found a fairly good market for specialties. Business in cotton duck and other heavy lines was slow.

Production continued to drop during the week, especially in Eastern mill centers where many mills announced shortened working hours.

Print cloths and sheetings were very quiet at the close of the week. Most of the selling was done by second hands and was principally made up of small lots for prompt shipment.

Print cloths sold on a basis of 9½ cents for 60x48s and 10½ cents for 64x60s. Some sales of the latter were made from second hands below the prices quoted. Narrow cloths sold on a basis of 7½ cents for 27-inch 64x60s.

Sales of 6.15-yard sheetings were made at 8 cents. Offers to sell bag constructions were made from second hands at concessions of ¼ cent from current quotations without provoking business in any volume worth mentioning. Jobbers continue to purchase small lots of branded goods, but are not willing to anticipate normally.

Little new business was done in other staple goods. Several sample lines of fancies in print cloth yarns and in finer yarns are being worked on and some business is being placed.

There were many inquiries for tire fabrics, but no large amount of business developed. Some tire ma-

kers placed small orders at some of the low prices that have recently been offered. Cotton duck was not active, though there were some sales of single filling and sample duck and a few fairly large orders for army duck. Prices showed some weakness, concessions of a half cent to two cents from quoted prices being reported.

In the Fall River print cloth market, inquiry was somewhat better than during the previous week and some future business was placed. Most of the buying covered only the 36-inch low counts at shaded prices, although some sateens were included in contracts. Total sales for the week did not exceed 50,000 pieces and production showed a decrease.

The best sellers among the new fabrics for spring are voiles and crepes. Fairly good sales of ratines, suitings and fancies are reported, but the largest amount of business is in the two sheer fabrics. New leno effects and elongated check designs are reported as moving well.

Although buyers admit that present prices for cotton goods are very attractive, they are still very slow in placing orders. Napped goods for fall are priced below a profitable basis for the mills, and the trade generally believes that prices on all of the new goods are certainly low enough to induce buying.

Cotton goods prices were quoted as follows as the week ended:

Print cloths, 28-inch, 64x64s, 8½ cents; 64x60s, 8 cents; 38½-inch, 64x64s, 11 cents; brown sheetings, Southern standards, 11½ cents, nominal; denims, 220s, 26½ cents; tickings, 8-ounce, 30 cents; prints, 10½ cents; staple ginghams, 19 cents; dress ginghams, 21½ to 24 cents.

## Over Two Million Cotton Spindles in China.

The Cotton Mill Owners' Association of China held its annual meeting in Shanghai on September 28. The meeting voted 2,500 Mexican dollars (Mexican dollar=approximately \$0.51) for cotton improvement work. The following figures were also given: Cotton spindles on July 31, 1923, as per returns received, 2,207,228 compared with 1,972,763 at the end of July, 1922. Spindles in the course of erection are reported as 234,480, and cotton consumed during the six months ended July 31, 1923, amounted to 424,142 500-pound bales of Chinese cotton and 185,077 bales of other cotton.

B V C

TRADE MARK

WARP TYING MACHINES HAND KNOTTERS  
WARP DRAWING MACHINES  
AUTOMATIC SPOOLERS HIGH SPEED WARPERS  
**BARBER-COLMAN COMPANY**

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ROCKFORD, ILL. U. S. A.

# The Yarn Market

Philadelphia, Pa. — Inquiry was more general in the yarn market last week than it has been for some time, but trading was again confined to the smaller needs of buyers who need yarns promptly. A slight drop was noted in weaving yarn quotations, although trading in this division was more active than for knitting yarns. A moderate amount of business was placed by carpet, dress goods and plush manufacturers. Most of the business was done in stock yarns, buyers continuing their policy of shopping around the markets for soft spots.

There was practically no change in prices on carded and combed knitting yarns. Combed yarns showed little activity, and practically all business was of a filling in character. The thread makers showed more interest and it is expected that more business will develop in this quarter within a short while.

Reports of further offerings of stock yarns by Southern spinners have had an unfavorable effect on the market.

Considerable disappointment is felt in manufacturing circles over the failure of the market to rally at the new year opened. Whatever was expected, conditions now are fully as unsatisfactory as they were in December. Buyers are operating very conservatively and it is evident that something more than a holiday dullness is the matter with the market. Few are now rash enough to predict when the desired improvement is to be expected. Some still cling to the hope that something may happen before the month is over to stir up buyers, but even the most optimistic do not appear to be very sanguine.

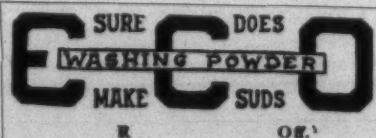
Yarn quotations were published in this market as follows:

Two-Ply Chain Warps.	
2-ply 8s	48 1/2 a
10s	50 a
12s to 14s	51 1/2 a 52 1/2
2-ply 16s	52 1/2 a 53 1/2
2-ply 20s	54 a 54 1/2
2-ply 24s	56 1/2 a 57 1/2
2-ply 26s	58 a 58 1/2
2-ply 30s	60 a 61 1/2
2-ply 40s	69 a
2-ply 50s	82 a 84
Two-Ply Skeins.	
8s	46 1/2 a 47 1/2
10s to 12s	47 1/2 a 48 1/2

14s	50 1/2 a 51 1/2
16s	52 1/2 a
20s	53 1/2 a 54
24s	56 1/2 a
26s	57 1/2 a
30s	59 1/2 a
36s	65 1/2 a 66 1/2
40s	67 a 68
40s ex.	73 a 74
50s	81 a
60s	89 a
Tinged Carpets—	
3 and 4-ply	44 1/2 a 45
White Carpet—	
3 and 4-ply	45 1/2 a 46
Single Chain Warps.	
10s	48 1/2 a
12s	49 1/2 a
14s	50 1/2 a
16s	51 1/2 a
20s	51 1/2 a
24s	53 a 53 1/2
26s	56 a 56 1/2
30s	56 1/2 a 57 1/2
40s	59 1/2 a
	71 1/2 a
Single Skeins.	
8s	48 a
10s	48 1/2 a 49
12s	49 1/2 a 50
14s	50 1/2 a 51
16s	51 a
18s	52 1/2 a 53
20s	52 1/2 a 53
22s	54 a 55
24s	53 a 54
26s	55 1/2 a 56
28s	57 a 58
30s	58 a 60
30s bdis. ord.	60 a
30s tying in	57 a 58
40s	66 a 68
Combed Peeler Skeins.	
2-ply 10s	65 a
2-ply 20s	68 a 70
2-ply 30s	73 a 75
2-ply 36s	78 a 80
2-ply 40s	80 a 82
2-ply 50s	90 a 93
2-ply 60s	95 a 100
2-ply 70s	1 05a 1 10
2-ply 80s	1 20a 1 25
Combed Peeler Cones.	
10s	57 a 58
12s	58 a 59
14s	59 a 60
16s	60 a 61
18s	61 a 62
20s	62 a 62 1/2
22s	63 a 63 1/2
24s	63 1/2 a 64
26s	64 1/2 a 65
28s	65 a 66
30s	66 a 68
32s	71 a 73
34s	78 a 80
36s	79 a 81
40s	80 a 82
50s	85 a 90
60s	95 a 100
70s	1 10a 1 15
80s	1 25a 1 30
Carded Peeler Thread Twist Skeins.	
20s, 2-ply	60 a
22s, 2-ply	61 a
24s, 2-ply	62 a
30s, 2-ply	65 a
36s, 2-ply	69 a
40s, 2-ply	74 a
45s, 2-ply	78 a
50s, 2-ply	87 a
Carded Cones.	
10s	52 a
12s	53 a
14s	54 a
20s	55 a 56
22s	56 a 58
26s	60 a 61
28s	62 a 63
30s	63 a 65

## Mexico Has 167 Textile Mills.

The Mexican Department of Industry, Commerce and Labor has recently issued a report stating that there are in Mexico 167 textile mills employing 46,644 men at an average daily wage of 2.64 pesos (pesos= approximately \$0.483 at current exchange), according to a report to the Commerce Department from Wilbur K. Hoyt, clerk to commercial attache, Mexico City.



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Sales to customers by wire on mill's acceptance and approval.

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DIRECT MILL AGENT

## Want Department

Wanted — Position as second hand in spinning room. First-class references. Address F. S. K., care Southern Textile Bulletin.

### Wanted.

High-class assistant superintendent for one of the best fancy weaving mills in the South. Must be a fancy weaver, good manager of labor and be in position to furnish the best of references. Address C. L. R., care Bulletin.

Wanted—A partner or an organization to install a textile mill, knitting mill or yarn mill in my brick building in Ennis, Texas. Building 50 ft. by 110 ft., two story, and well suited to business. Abundant water supply, cheap natural gas fuel, or electric power. Abundant labor supply. Abundant raw material supply and ready market for products. Will take stock for my property in full or in part. Address S. H. Dunlap, Ennis, Texas.

### Save in freight by using W I L T S Veneer Packing Cases

They are lighter and stronger, made of perfect 3-ply Veneer Packing Case Shooks. A saving of 20 to 80 pounds in freight on every shipment because of extreme lightness. Stronger than inch boards, burglarproof, waterproof and clean. Write for prices and samples. Convincing prices—Quick service. Wilts Veneer Co., Richmond, Va.

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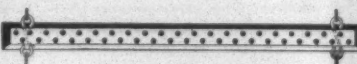
### Superintendent and Designer

Superintendent and designer open for position after January 19. Now employed as superintendent. Practical weaver and designer on cotton dress goods, fancy shirtings, fancy ginghams, Jacquard damasks, fancy bed spreads. Would like to connect with mill needing a man or mill contemplating changing to fancy weaving of any description. References as to ability and integrity. Address Fancy Weaver, care Southern Textile Bulletin.

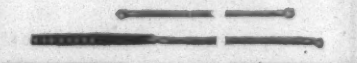
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If the applicant is a subscriber to the Southern Textile Bulletin and his subscription is paid up to the date of his joining the employment bureau the above fee is only \$1.00.

During the three months' membership we send the applicant notices of all vacancies in the position which he desires.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as overseer weaving. Familiar with variety of weaves and can furnish excellent references. Address No. 3805.

WANT position as superintendent, overseer weaving. Thoroughly trained in all departments of mill, I. C. S. graduate. Understand Jacquard weaving. Age 30, married, no bad habits. Good references. Address No. 3806.

WANT position as overseer spinning or as assistant superintendent by man who can get results, either yarn or weave mill. Best of references. Address No. 3807.

WANT position as overseer spinning. Age 37, 12 years as overseer. First class references. Address No. 3808.

WANT position as superintendent, or overseer large card or spinning room. High class man, experienced and practical, references to show good past record. Address No. 3809.

WANT position as superintendent of large yarn mill. Have been overseer and superintendent in some of best yarn mills in North Carolina. Have fine record as to quality and quantity at low cost. Address No. 3810.

WANT position as carder or spinner or both. Capable of handling large room in first class man. Long experience, fine references. Address No. 3811.

WANT position as carder or spinner. Experienced mill man, now running card room at night but want day job. Good references as to character and ability. Address No. 3812.

WANT position as superintendent. Practical man of long experience and ability to get good results. Now employed as superintendent. Good references. Address No. 3813.

WANT position as master mechanic. Have had 24 years experience in cotton mill shops both steam and electric drive. References. Address No. 3813-A.

WANT position as overseer weaving on Draper looms, plain white goods preferred. Now employed, but desire better job. Good references from good mill men as to character and ability. Address No. 3815.

WANT position as overseer carding. Good man, now employed, but wish better position. First class references showing good past record. Address No. 3816.

WANT position as superintendent of yarn or weave mill. Long experience in carding, spinning and weaving, and winding. Can get quantity and quality production at lowest cost. Age 39, good character and references. Address No. 3817.

WANT position as superintendent. Practical manufacturer of ability and experience. Good manager of help. Fine references. Address No. 3818.

WANT position as overseer weaving. First class weaver in every respect, sober, reliable and hard worker. Experienced on wide variety of goods. Good references. Address No. 3819.

WANT position as superintendent or manager of yarn or cloth mill in the Carolinas. Now general superintendent of large mill, have held job satisfactorily for three years but have good reasons for wanting to change. Good references. Address No. 3821.

WANT position as superintendent, overseer carding or assistant superintendent on yarn or plain cloth mill. High class, reliable man, good manager of help. A-1 references. Address No. 3823.

WANT position as overseer weaving. Strictly high class man of good character; long experience in weaving, best of references. Address No. 3823.

WANT position as superintendent, or carder or spinner. Now employed as spinner in mill on fine yarns and am giving entire satisfaction, but want larger place. Good references. Address No. 3824.

WANT position as superintendent, carder or spinner. Practical man of long experience in good mills. Fine references. Address No. 3825.

WANT position as master mechanic. Now employed, but want larger job. Many years experience as mechanic, steam and electric drive. Excellent references. Address No. 3826.

WANT position as superintendent or traveling salesman. Experienced mill man and can give excellent references. Address No. 3827.

WANT position as superintendent. Have held position as such in some of the best mills in South and give satisfactory references to any mill needing first class man. Address No. 3827.

WANT position as master mechanic. Long experience in mill machine shop, fully competent to handle large job. Fine references. Address No. 3829.

WANT position as overseer carding or spinning, or superintendent. Practical man who has had many years experience as superintendent and overseer and can get satisfactory results. Best of references. Address No. 3821.

WANT position as superintendent of yarn mill or carder or spinner. Thoroughly familiar with these departments and am well qualified to handle either a room or a mill. Good references as to character and ability. Address No. 3832.

WANT position as superintendent of mill in North Carolina making yarns or print cloths. Now employed as superintendent of 27,000 spindle mill making 30s hosiery yarn and 64x60s print cloth. Am giving satisfaction but have good reason for making change. Best of references. Address No. 3833.

WANT position as superintendent or overseer carding. Long experience as both and can get good production at low cost. Would like to correspond with mill needing high class man. Address No. 3834.

WANT position as overseer of carding. Good worker of long experience in number of good mills. First class references to show past record. Address No. 3835.

WANT position as superintendent or overseer carding and spinning. Now employed, but wish larger place. Competent, reliable man who can give satisfaction in every way. Good references. Address No. 3836.

WANT position as superintendent or manager. Have had long experience as superintendent and am high class man in every respect. Can handle mill on any class of goods made in South. Want to correspond with mill needing high class executive. Excellent references from reliable mill men. Address No. 3837.

WANT position as overseer weaving. Practical weaver who can get big production at the right cost. Fine references. Address No. 3838.

WANT position as overseer weaving. Can handle any fabric made in South. Have had over 27 years experience from loom fixer to overseer weaving and was promoted steadily by one of largest mills in the South. Married, have family, religious worker, good manager of help. Can give excellent list of references. Address No. 3839.

WANT position as superintendent, prefer South Carolina or Georgia. Now employed as assistant superintendent and weaver and am giving entire satisfaction. Have good reasons for wishing to change. Excellent references. Address No. 3840.

WANT position as overseer weaving, prefer job of fancies. Have been weaver for past 10 years with one of the finest mills in the South. Excellent references to show a fine record. Address No. 3841.

WANT position as superintendent, yarn mill preferred. High class man who is well trained and has had long experience. Best of references. Address No. 3842.

WANT position as superintendent. Now employed as such, but want better job. Can weave as well as superintendent

and get operate weave mill on very satisfactory basis. Address No. 3843.

WANT position as superintendent, carder or spinner. Now employed as superintendent. Long experience as both overseer and superintendent and can get satisfactory results. Address No. 3844.

WANT position as overseer carding. Have had long experience and can furnish best of references from past and present employers. Address No. 3852.

WANT position as overseer weaving. Experienced in wide variety of fabrics and can give satisfaction. Now employed. Best of references. Address No. 3853.

WANT position as dyer, 12 years experience on long and short chain work, raw stock, beam and Franklin machines. Can handle any size jobs on cotton. Good references and can come on short notice. Address No. 3854.

WANT position as overseer carding. Experienced an drelable man who can handle your room on efficient and satisfactory basis. Good references. Address No. 3855.

WANT position as superintendent of medium sized mill or weaver in large mill, white or colored goods; 20 years as overseer weaving, slashing and beaming in number of South's best mills. Have held present place for nine years and am giving entire satisfaction. Address No. 3856.

WANT position as superintendent of plain or fancy goods mill, would consider offer of medium size mill at reasonable salary. Thoroughly conversant with all departments. Address No. 3857.

WANT position as superintendent of yarn or cloth mill, gingham preferred; age 40, have family; 22 years experience, 8 years as carder and spinner and assistant superintendent; have held last position as superintendent for 7 1-2 years. N. C. mill preferred. Good references. Address No. 3858.

WANT position as overseer weaving or superintendent. Long experience in good mills and can get good results. Best of references. Address No. 3859.

WANT position as overseer carding; age 33, married, 14 years in carding; 5 years as overseer. Now employed but have good reasons for wishing to change. Address No. 3860.

WANT position as superintendent of weaving mill, or would take overseer weaving in large mill on plain or fancy goods. Now employed in good plant and can give good references. Fine record in good mills. Address No. 3861.

WANT position as overseer spinning, 17 years in spinning room, now employed as second hand in 35,000 spindle room; age 28, married, sober, reliable and church member. Good references. Address No. 3862.

WANT position as overseer spinning, spooling or twisting. Age 29, married, 10 years on spinning. Can furnish good references. Address No. 3863.

WANT position as carder or spinner, or both. Age 55, married, practical carder and spinner and can furnish fine references as to character and ability. Address No. 3864.

WANT position as overseer spinning, or carding and spinning, can give good references as to character and ability, strictly sober now employed but have good reasons for wishing to change. Address No. 3865.

WANT position as overseer cloth room, experienced on drills and sheetings; also colored goods. Can give A1 references. Address No. 3867.

WANT position as carder or spinner, or both. Experienced and reliable man, who can produce good results. Good references. Address No. 3868.

WANT position as superintendent, now employed as such, but wish to change; 4 years in present place, 8 years as carder and spinner or both warp and hosiery yarns, 5 years as spinner, been in mill over 25 years, thoroughly understand all processes from picker room to winding and twisting. Good knowledge of steam and electricity. Address No. 3869.

WANT position as overseer spinner, at \$30 weekly or more, now employed in good mill, practical and experienced man. Best of references. Address No. 3870.

WANT position as superintendent or weaver; long practical experience, and can produce quality and quantity production. Address No. 3871.

WANT position as overseer weaving; 12 years on heavy duck, 14 years as overseer on sheetings, drill, osburgs, grain bag, tubing and rope machines; am 48. Can change on short notice. Good references. Address No. 3872.

WANT position as overseer weaving, experienced on large variety of goods and can handle room on efficient basis. Address No. 3873.

WANT position as superintendent of small mill, or weaver in large plant; now employed as overseer slashing, warping and drawing-in on 360 Draper looms. Good references. Address No. 3874.

WANT position as superintendent, yarn or weave mill. Now employed, but wish larger place. Excellent past record. Good references. Address No. 3875.

WANT position as agent superintendent or manager of Southern mill on white work. Would be interested in buying stock. Can furnish best of references and can show results. Address No. 3876.

WANT position as overseer weaving, now running 800 looms and giving satisfaction; familiar with colored checks, chambrays, many other lines; age 39, married, good references. Address No. 3877.

WANT position as overseer weaving; age 29, married, I. C. A. graduate, experienced on plain and fine work including all kinds of cotton towels and specialties. Good references. Address No. 3879.

WANT position as superintendent; 28 years experience in mill, have held present place as superintendent for 8 years, have good reasons for wanting to change. Best of references. Address No. 3880.

WANT position as supt. of yarn mill, or carder and spinner. Now employed as carder. Can furnish good references to show my record. Address No. 3881.

WANT position as carder in large mill, or supt. of small yarn mill; 20 years as carder and spinner; mostly in carding and assistant supt. Now employed as carder and assistant supt. Good references. Address No. 3882.

WANT position as carder or spinner, or both. Practical man of long experience; have excellent references. Address No. 3882.

WANT position as supt. or weaver, long experience in good mills, excellent references to show character and ability. Address No. 3883.

WANT position as supt. of spinning mill, practical experienced man of good ability and can get results. Address No. 3884.

WANT position as supt. and manager of small or medium mill, or overseer of large, good paying weave room. Excellent references. Address No. 3885.

WANT position as master mechanic; 20 years experience, now employed, good references to show excellent past record. Address No. 3886.

WANT position as carder and spinner or both, or supt.; 25 years in mill, 18 as supt.; married, have family. Address No. 3887.

WANT position as spinner, white work preferred; experienced and reliable man. Can come on short notice. Best of references. Address No. 3888.

WANT position as overseer of spinning, now employed as such and giving satisfaction, but wish larger place. Married, good habits, reliable and competent. Good references. Address No. 3889.

WANT position as overseer spinning. Experienced spinner, practical and capable, good character and habits, best of references. Address No. 3890.

WANT position as supt. or would take carding or spinning. Good references to show an excellent past record and can produce good results. Address No. 3891.

WANT position as carder or spinner in large mill, or supt. of small or medium size mill. Long experience in good mills; good manager of help. First class references. Address No. 3892.

WANT position as supt. of small mill, with opportunity of investing in mill and advance. Long experience as overseer, good character, inventor and owner of patent that will be of great value to mill equipped to use waste sock. Patent would give mill big advantage in manufacture of twine, rope and similar products. Would take stock for entire amount of pattern and invest small amount in addition, or would consider new mill. Address No. 3893.

WANT position as master mechanic. Long experience on both steam and electric work, 14 years in mill shops, good references. Address No. 3895.

WANT position as supt., assistant supt., carder or spinner, mule or ring frames good man of long experience, best of references. Address No. 3894.

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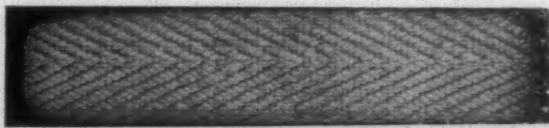
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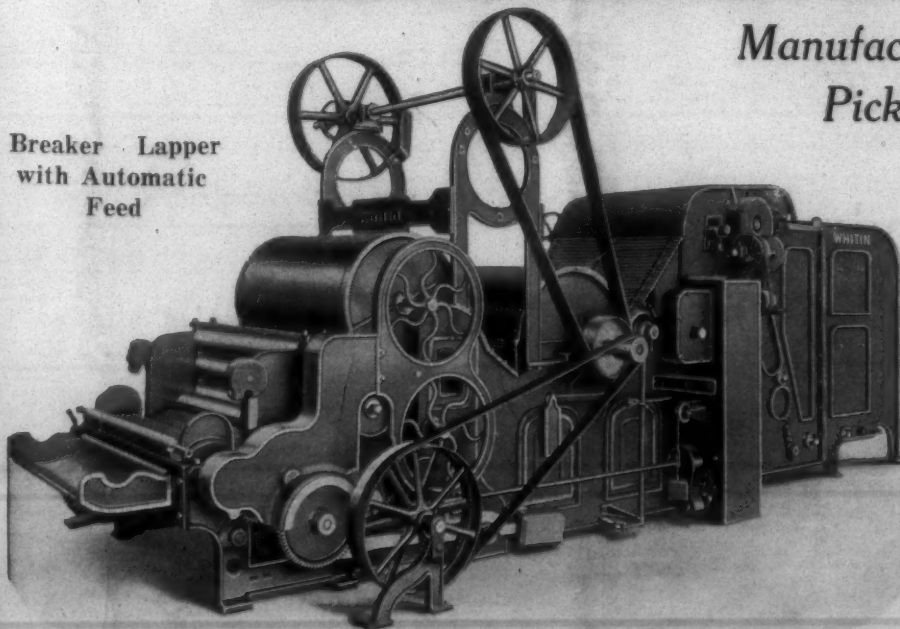


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